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Status	Approved
Type of Contract *	Payable
WSP Contract Number	K12820
Other Contract Number	WSP-RFQQ-APLR-2016
Amendment Number	
Task Order Number	
Task Order Amendment Number	
ECMS Link	http://ecms.des.wa.gov/ECMS/ContractMaintenance/Contract contract_id=196992
Start Date	4/11/2017
DOE	
End Date	12/31/2018
End Date Options	
CFDA No.	
QFSR Yes/No	
Contract Title	Automated License Plate Recognition (ALPR)
Contractor Name	Selex ES dba Elsag North America
Contact Name	Desiree Dorrie
Contact Telephone Number	1-877-773-5724(o)/970-560-7990 (c)
Contact Email Address	desiree.dorrie@elsag.com
Contact Mailing Address	205 H Creek Ridge Road, Greensboro NC 27406
BFS Contracts Specialist Name	Simon Tee
WSP Project Manager	Patrick Horan
WSP Section/Division/Bureau	ITD
Actual Costs	
Current Contract Amount	\$900,000.00
Amendment Amount	
Revised Total Amount	
Indirect Costs Rate	
Budget Coding	4/17/17 Per Patrick Horan email "There is no budget code is contingent upon potential future funding sources. We the contract in place to consolidate this type of technology a mechanism for Districts/Division to purchase from shou position to obtain funding."
Revenue Coding	
Billable Code	
Regular Time	
Overtime	
Voluntary OT	
Mileage	
Allow Leave	
Captain Overtime	No

Limit by Org Code

Primary Org Code

External Contract Yes

Comments

BFS Grants & Contracts Manager Approved Yes

BFS Budget Analyst Name Shawn Eckhart

Allotment Needed

Unanticipated Receipt Needed

Type of Receipt

BFS Budget Manager Approved Yes

Encumber Contract

BFS Fiscal Analyst Name Tanya Pierce

BFS Accounting Manager Approved Yes

BFS FSP Manager Approved Yes

BFS Administrator Approved Yes

Questions

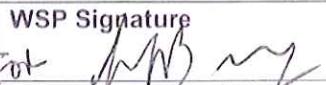
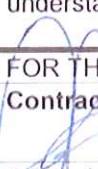
Distribute Executed Copies To:

Attachments Appendix F - Cost Pricing-FIXED-ELSG.XLSX
Appendix F - Cost Pricing-MOBILE-ELSG.XLSX
Contract_ALPR_final.doc
Proposal ALPR2016-ELSG.PDF

Version: 7.0

Created at 4/14/2017 8:21 AM by Cline, Karen (WSP)

Last modified at 4/20/2017 2:02 PM by Cline, Karen (WSP)

WASHINGTON STATE PATROL INFORMATION TECHNOLOGY CONVENIENT-USE CONTRACT		WSP Contract No. K12820 Other Contract No.
<p>This Contract is between the State of Washington, Washington State Patrol and the Contractor identified below, and is governed by chapter 39.26 RCW.</p>		
CONTRACTOR NAME Selex ES		Contractor Doing Business As (DBA) Elsag North America
Contractor Address 205 H Creek Ridge Rd, Greensboro, NC 27406		Statewide Vendor Registration Number SWV00 _____
Point of Contact (POC) Name Desiree Dorrie		Contact Telephone 877-773-5724/970-560-7990(Cell)
Contact Email desiree.dorrie@elsag.com		
WSP Contact Information		
WSP Project Manager Name and Title Patrick Horan, Senior IT Project Manager		WSP Project Manager Address 403 Cleveland Ave, Suite C, Tumwater, WA 98501
Telephone 360-596-4919		E-mail Address Patrick.Horan@wsp.wa.gov
WSP Administrative Contact Name and Title Simon Tee, Grants & Contracts Manager		WSP Administrative Contact Address PO Box 42602 Olympia WA 98504-2602
Telephone 360-596-4052		E-mail Address simon.tee@wsp.wa.gov
Contract Start Date Date of Execution	Contract End Date December 31, 2018	Maximum Contract Amount \$900,000
ATTACHMENTS. When the boxes below are marked with an X, the following Appendixes are attached to and incorporated into this Contract by reference: <ul style="list-style-type: none"> • <input checked="" type="checkbox"/> Appendix A, Statement of Work and Price List <input checked="" type="checkbox"/> Appendix B, General Terms and Conditions <input checked="" type="checkbox"/> Appendix C, Background Checks and Security Awareness Training <input checked="" type="checkbox"/> Appendix D, WSP-RFQQ-ALPR2016, issued October 14, 2016 <input checked="" type="checkbox"/> Appendix E, Contractor's Proposal, dated November 18, 2016 <input checked="" type="checkbox"/> Appendix F, Contractor's Proposal Mobile and Fixed pricing 		
This Contract, including the attached Terms and Conditions and any other documents incorporated by reference, contains all of the terms and conditions agreed upon by the parties. No other understandings or representations, oral or otherwise, regarding the subject matter of this Contract shall be deemed to exist or bind the parties. The parties signing below warrant that they have read and understand this Contract and have the authority to enter into this Contract.		
FOR THE WASHINGTON STATE PATROL: WSP Signature 		FOR THE CONTRACTOR: Contractor Signature 
Date 4-11-17		Date 3/31/17
Printed Name and Title John R. Batiste, Chief		Printed Name and Title JASON LAQUATRA, SVP OF OPERATIONS

Appendix A

STATEMENT OF WORK

Contractor shall provide the WSP with Automated License Plate Recognition (ALPR) cameras, components, system software, and/or services through the purchasing procedure as described below and as funding becomes available to the WSP. This Contract does not guarantee a specific level of purchases. WSP expects most purchases to be of mobile ALPR cameras and workstation software that accompanies them.

BUDGET

The Maximum Amount of this Contract shall not exceed nine hundred thousand dollars (\$900,000). This Contract is contingent upon the WSP receiving continued funding for this Contract (see Section 24 **Savings , General Terms and Conditions**). This is a Convenient-Use Contract and purchases will only be made by the WSP on as-needed basis. The WSP does not guarantee any purchases will be made nor a specific dollar amount spent during the duration of this Contract.

PRICING

All equipment, software and/or services provided by the Contractor shall be in conformance with or not exceed the pricing as specified in the PRICE LIST as shown below, or the Contractor's mobile/fixed pricing as identified in the Contractor proposal. In the event additional equipment, software and/or services are requested by the WSP which are not included in the PRICE LIST, or the Contractor's mobile/fixed pricing as identified in the Contractor proposal, the Contractor shall provide a price quotation to the WSP at the prices equal to or less than the prices it offered to its other customers for the similar products.

POINT OF CONTACT

Contractor's Point of Contact (POC) as shown on the front page of this Contract shall be the principal point of contact for the WSP for ordering and purchasing of ALPR products or services under this Contract. Contractor shall promptly notify the WSP Project Manager in writing when there is a new POC assigned to this Contract.

PURCHASING PROCEDURE

- I. **Quote Not-Required** - All purchases of ALPR equipment, software, and/or services not requiring a quote, as described above in Pricing, shall be initiated through the WSP Information Technology Division (ITD) with final review and processing occurring through the WSP Supply Section.

WSP will submit a Purchase Order to the Contractor's POC containing, at a minimum, the following information:

- Item Number
- Item Description
- Quantity
- Cost

II. Quote Required - All purchases of the ALPR equipment, software, or services requiring a quote, as described above in Pricing, will be made according to the following procedure:

Step1: Request for Quotation

The WSP's Point of Contact (POC) will initiate a request for price quotation from the Contractor by providing the Contractor with the following information via an email:

- Contract Identifier
- Description of need and desired outcome
- Quantity of each equipment or software, if known
- Services to be provided, if known
- POC name, email address and phone number
- Any scheduling or funding deadlines

Step 2: Issue of Price Quotation

Within five (5) business days upon receipt of the request for quotation from the WSP's POC, the Contractor shall provide the WSP's POC an email response to schedule a kickoff meeting to begin the Contractor's Design Process as specified in the Contractor's bid. The end result of the Design Process will be a quote containing at a minimum, the following information:

- Project Description
- Itemized list of all costs
 - Hardware
 - Software
 - Services at \$156.25 per hour
 - Travel
- Proposed project timeline

Step 3:

Upon receipt of the price quotation from the Contractor, the WSP's will acknowledge receipt of quote and respond to the Contractor upon receipt of the necessary agency authorization or approval for the purchase.

III. Product and/or Service Acceptance - Prior to final payment, WSP Project Manager will assure that all products and/or services have been satisfactorily provided.

PRICE LIST

Item Number	Item	Cost	Description
210022	EOC Initial Configuration	\$1,250	One time initial setup configuraton of EOC server
MOBILE SYSTEMS			
	2-Camera Mobile LPR System (KIT)	\$12,775	Includes Cameras, trunk box, camera cables, ethernet cable, EOC license
412519-12	12ft Flat Transportable Camera Cable	\$440	Replacement cable
412519-16	16ft Flat Transportable Camera Cable	\$490	Replacement cable
412519-20	20ft Flat Transportable Camera Cable	\$540	Replacement cable
412519-22	22ft Flat Transportable Camera Cable	\$565	Replacement cable
	421812 M6 Universal 1 Cam Mount	\$265	One mount required per camera
	410052 Ethernet Cable Shielded 25 ft	\$25	Replacement cable
	410917 Garmin GPS Antenna	\$95	Replacement GPS
FIXED SYSTEMS			
	421554 AD-3-FH Cam 25/35m 740nm	\$8,950	Fixed Camera
	421678 AD-3-FH Cam 35/50m 740nm	\$8,950	Fixed Camera
	120050 Elsag Plate Hunter F2-FCU	\$7,495	Field Control Unit
	421218 Pole Mount 2 Cam Horizontal	\$630	Standard Mount for two cameras
	421399 Pole Mount 1 Camera	\$510	Standard Mount for one camera
410395-25	Cable 25ft FG Pigtail	\$425	Camera Cable
410395-50	Cable 50ft FG Pigtail	\$630	Camera Cable
410395-75	Cable 75ft FG Pigtail	\$835	Camera Cable
410395-100	Cable 100ft FG Pigtail	\$1,040	Camera Cable
410395-125	Cable 125ft FG Pigtail	\$1,250	Camera Cable
410395-150	Cable 150ft FG Pigtail	\$1,455	Camera Cable
410395-175	Cable 175ft FG Pigtail	\$1,660	Camera Cable
410395-200	Cable 200ft FG Pigtail	\$1,865	Camera Cable
410395-225	Cable 225ft FG Pigtail	\$2,070	Camera Cable
410395-250	Cable 250ft FG Pigtail	\$2,275	Camera Cable
	413030 Wireless Modem Airlink GX450	\$790	
210003-F	Engineering Day-Field Support	\$1,250	Elsag technician daily rate for installation
510322-5.X	EOC Operation Center License 5.X	\$1,275	One license required per fixed camera

Appendix B

GENERAL TERMS AND CONDITIONS

1. Definitions.

"Contract" means this Professional Service Contract, including all documents attached or incorporated by reference.

"Contractor" means the entity performing services to this Contract and includes the Contractor's owners, members, officers, director, partners, employees and/or agents unless otherwise stated in this Contract. For purposes of any permitted Subcontract, "Contractor" includes any Subcontractor and its owners, members, officers, director, partners, employees and/or agents.

"General Terms and Conditions" means this Appendix B.

"Statement of Work" means the Special Terms and Conditions of this Contract, which is attached hereto and incorporated herein as Appendix A.

"Subcontract" means a separate contract between the Contractor and an individual or entity ("Subcontractor") to perform all or a portion of the duties and obligations that the Contractor is obligated to perform pursuant to this Contract.

"RCW" means the Revised Code of Washington. All references in the Contract to RCW chapters or sections shall include any successor, amended or replacement statutes.

"USC" means United States Code. All references in the Contract to USC chapters or sections shall include any successor, amended or replacement statutes.

"WSP" means the State of Washington, Washington State Patrol, and its officers, directors, trustees, employees and/or agents.

- 2. Payment.** WSP shall compensate or pay the Contractor for goods received and accepted and/or services performed and completed/accepted by the WSP according to the billing procedure as described below. The total cumulative amount of payments for all goods and/or services purchased under this Contract shall not exceed the Maximum Contract Amount specified on the Face Sheet of this Contract.
- 3. Billing Procedure.** WSP shall pay or reimburse the Contractor for goods and/or services delivered by the Contractor and accepted in writing by the WSP. Compensation for goods and/or services accepted by the WSP shall be payable within 30 days upon receipt of properly completed invoices, which shall be submitted to the WSP Project Manager at the address as provided above. The invoices shall describe and document to WSP's satisfaction a description of the ALPR products purchased and/or services performed, activities accomplished, the progress of the project, fees and expenses, WSP's contract number, and the Contractor's Statewide Vendor registration number. The Contractor shall submit the final invoice not later than 60 calendar days from the Contract End Date.
- 4. Advance Payments Prohibited.** WSP shall not make any payments in advance or anticipation of the delivery of goods or services provided by the Contractor pursuant to this Contract.

- 5. Assignment.** The work to be provided under this Contract, and any claim arising thereunder, is not assignable or delegable by the Contractor in whole or in part, without the express written consent of WSP.
- 6. Attorneys' Fees and Costs.** If any litigation is brought to enforce any term, clause, provision or section of this Contract or as a result of this Contract in any way, the prevailing party shall be awarded its reasonable attorney's fees together with expenses and costs incurred with such litigation, including necessary fees, costs and expenses for services rendered at both trial and appellate levels as well as subsequent to judgment in obtaining execution thereof. In the event that parties to this Contract engage in arbitration, mediation or any other alternative dispute resolution forum to resolve a dispute in lieu of litigation, both parties shall share equally in the cost of the alternative dispute resolution, including the cost of mediation or arbitration services. Each party shall be responsible for their own attorney's fees incurred as a result of the alternative dispute resolution method.
- 7. Compliance with Civil Rights Laws.** During the period of performance for this Contract, the Contractor shall comply with all federal and state nondiscrimination laws.
- 8. Confidentiality.** The Contractor shall not use or disclose any information concerning WSP, or information that may be classified as confidential, to any third party without the written permission of WSP. The Contractor shall destroy or return all such information to the WSP Project Manager at the end of this Contract.
- 9. Contract Execution and Amendments.** This Contract shall be binding on WSP only upon signature by the Chief of WSP or designee. WSP and the Contractor may mutually amend this Contract. Such amendments shall not be binding unless they are in writing and signed by personnel authorized to bind WSP and the Contractor.
- 10. Contractor Certification Regarding Ethics.** The Contractor certifies that the Contractor is in compliance with Chapter 42.52 RCW, Ethics in Public Service, and will comply with Chapter 42.52 RCW throughout the term of the Contract.
- 11. Debarment Certification.** The Contractor, by signature to this Contract, certifies that the Contractor is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal department or agency from participating in transactions(Debarred). The Contractor also agrees to include the above requirements in any and all Subcontracts into which it enters. The Contractor shall immediately notify WSP if, during the term of this Contract, Contractor becomes Debarred. WSP may immediately terminate this Contract by providing Contractor written notice if Contractor becomes Debarred during the term hereof.
- 12. Disputes.**
 - a) In the event a bona fide dispute concerning a question of fact arises between Purchaser and Vendor and it cannot be resolved between the parties, either party may initiate the dispute resolution procedure provided herein.
 - b) The initiating party shall reduce its description of the dispute to writing and deliver it to the responding party. The responding party shall respond in writing within three (3) Business Days. The initiating party shall have three (3) Business Days to review the response. If after this review resolution cannot be reached, both parties shall have three (3) Business Days to negotiate in good faith to resolve the dispute.

- If the dispute cannot be resolved after three (3) Business Days, a Dispute Resolution Panel may be requested in writing by either party who shall also identify the first panel member. Within three (3) Business Days of receipt of the request, the other party will designate a panel member. Those two panel members will appoint a third individual to the dispute resolution panel within the next three (3) Business Days.
- The Dispute Resolution Panel will review the written descriptions of the dispute, gather additional information as needed, and render a decision on the dispute in the shortest practical time.
- Each party shall bear the cost for its panel member and share equally the cost of the third panel member.

c) Both parties agree to be bound by the determination of the Dispute Resolution Panel.

d) Both parties agree to exercise good faith in dispute resolution and to settle disputes prior to using a Dispute Resolution Panel whenever possible.

e) Purchaser and Vendor agree that, the existence of a dispute notwithstanding, they will continue without delay to carry out all their respective responsibilities under this Contract that are not affected by the dispute.

f) If the subject of the dispute is the amount due and payable by Purchaser for Services being provided by Vendor, Vendor shall continue providing Services pending resolution of the dispute provided Purchaser pays Vendor the amount Purchaser, in good faith, believes is due and payable, and places in escrow the difference between such amount and the amount Vendor, in good faith, believes is due and payable.

13. Filing Requirement. This Contract may be required to be filed with the Office of Financial Management (OFM). No contract required to be so filed is effective and no work shall be commenced nor payment made until ten (10) business days following the date of filing, and if required, until approved by OFM. In the event OFM fails to approve the Contract, the Contract shall be null and void.

14. Governing Law. This Contract shall be governed in all respects by the laws of the State of Washington. The jurisdiction for any action hereunder shall be the Superior Court for the State of Washington. The venue of any action hereunder shall be in the Superior Court for Thurston County, State of Washington.

15. Indemnification. The Contractor shall indemnify, defend and hold harmless WSP from and against all claims arising out of or resulting from the performance of this Contract. The Contractor expressly agrees to indemnify, defend and hold harmless WSP for any claim arising out of or incident to the Contractor's performance or failure to perform this Contract. The Contractor shall be required to indemnify, defend and hold WSP harmless to the extent claim is caused in whole or in part by negligent acts or omissions of the Contractor.

16. Independent Capacity. The Contractor acknowledges that the Contractor is an independent contractor, and not an officer, employee or agent of WSP or the State of Washington. The Contractor shall not hold itself out as, nor claim status as, an officer, employee or agent of WSP or the State of Washington. The Contractor shall indemnify and hold WSP harmless from all obligations to pay or withhold federal or state taxes or contributions on behalf of the Contractor or the Contractor's employees unless otherwise specified in this Contract.

- 17. Industrial Insurance Coverage.** Prior to performing work under this Contract, the Contractor shall provide or purchase industrial insurance coverage for its employees, as may be required of an "employer" as defined in Title 51 RCW, and shall maintain full compliance with Title 51 RCW during the period of performance for this Contract. WSP shall not be responsible for payment of industrial insurance premiums or for any other claim or benefit for the Contractor, or any subcontractor or employee of the Contractor, which might arise under the industrial insurance laws during the performance of duties and services under this Agreement.
- 18. Insurance.** During the term of any Contract resulting from the RFQQ, the Contractor shall maintain in full force and effect, the insurance described in this section. The Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in the state of Washington and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. In the event of cancellation, non-renewal, revocation or other termination of any insurance coverage required by the Contract, the Contractor shall provide written notice of such to WSP within one (1) Business Day of the Contractor's receipt of such notice. Failure to buy and maintain the required insurance may, at WSP's sole option, result in the Contract's termination.

Minimum Requirements. The minimum acceptable limits shall be as indicated below, with no deductible for each of the following categories:

- Commercial General Liability covering the risks of bodily injury (including death), property damage and personal injury, including coverage for contractual liability, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;
- Business Automobile Liability (owned, hired, or non-owned) covering the risks of bodily injury (including death) and property damage, including coverage for contractual liability, with a limit of not less than \$1 million per accident; and
- Employers Liability insurance covering the risks of the Contractor's employees' bodily injury by accident or disease with limits of not less than \$1 million per accident for bodily injury by accident and \$1 million per employee for bodily injury by disease.

Requirements for Proof of Insurance. The Contractor shall pay premiums on all insurance policies. Such insurance policies shall name WSP as an additional insured on all general liability and automobile liability policies. Such policies shall also reference the WSP Contract number and shall have a condition that they not be revoked by the insurer until forty-five (45) calendar days after notice of intended revocation thereof shall have been given to WSP by the insurer.

All insurance provided by the Contractor shall be primary as to any other insurance or self-insurance programs afforded to or maintained by the State and shall include a severability of interests (cross-liability) provision.

The Contractor shall include all Subcontractors as insured under all required insurance policies, or shall furnish separate certificates of insurance and endorsements for each Subcontractor. Subcontractor(s) shall comply fully with all insurance requirements stated herein. Failure of Subcontractor(s) to comply with insurance requirements does not limit the Contractor's liability or responsibility.

The Contractor shall furnish to WSP copies of certificates of all required insurance within thirty (30) calendar days of the Contract's Effective Date, and copies of renewal

certificates of all required insurance within thirty (30) days after the renewal date. These certificates of insurance must expressly indicate compliance with each and every insurance requirement specified in this section. Failure to provide evidence of coverage may, at WSP's sole option result in the Contract's termination.

By requiring insurance herein, WSP does not represent that coverage and limits will be adequate to protect the Contractor. Such coverage and limits shall not limit the Contractor's liability under the indemnities and reimbursements granted to the Contractor in the Contract.

19. **Inspection; Maintenance of Records.** During the term of this Contract and for one year following termination or expiration of this Contract, the Contractor shall give reasonable access to the Contractor's place of business and records to WSP and any other employee or agent of the State of Washington or the United States of America for the purpose of inspecting the Contractor's place of business and its records, and monitoring, auditing and evaluating the Contractor's performance and compliance with applicable laws, regulations, rules and this Contract.

During the term of this Contract and for six years following termination or expiration of this Contract, the Contractor shall maintain records sufficient to document (i) performance of all acts required by statute, regulation, rule, or this Contract; (ii) substantiate the Contractor's statement of its organization's structure, tax status, capabilities and performance; and (iii) demonstrate accounting procedures, practices and records that sufficiently and properly document the Contractor's invoices to WSP and all expenditures made by the Contractor to perform as required by this Contract.

20. **Order of Precedence.** In the event of any inconsistency in the terms of this Contract, or between its terms and any applicable statute or rule the inconsistency shall be resolved by giving precedence in the following order to:

Applicable federal and state law, regulations and rules
Appendix A, Statement of Work and Price List
Appendix B, General Terms and Conditions
App Appendix C, Background Checks and Security Awareness TrainingAppend D, WSP-RFQQ-ALPR2016, issued October 14, 2016
Appendix E, Contractor's Proposal, dated November 18, 2016Any other provision of this Contract, andAny document incorporated by reference.

21. **Overpayments to Vendors.** Upon notice of an erroneous payment or overpayment to which the Contractor is not entitled pursuant to this Contract, the Contractor shall promptly refund to WSP the full amount of any such payment or overpayment.

22. **Personnel.** WSP employees performing work under the terms of this Contract (if any) shall be under the direct command and control of the Chief of WSP or designee, and shall perform duties required under this Contract in a manner consistent with WSP policy and regulations, and applicable federal, state and local laws. The assignment of WSP personnel under this Contract shall be at the discretion of the Chief of WSP or designee.

23. **Rights in Data.** Unless otherwise provided, data that originates from this Contract shall be "works for hire" as defined by the U.S. Copyright Act of 1976 and shall be owned by WSP. Data shall include, but not be limited to, reports, documents, pamphlets, advertisements, books, magazines, surveys, studies, computer programs, films, tapes, and/or sound

reproductions. Ownership includes the right to copyrights, patent, register, and the ability to transfer these rights.

Material delivered by the Contractor under the terms of this Contract, but which does not originate therefrom, shall be transferred with a nonexclusive, royalty-free irrevocable license to publish, translate, reproduce, deliver, performs, dispose of, and to authorize others to do so, provided that such a license shall be limited to the extent which the Contractor has a right to grant such a license. The Contractor shall exert all reasonable efforts to advise WSP at the time of material delivery of all known or potential invasions of privacy contained therein and of any portion of such material which was not produce in performance of this Contract. WSP shall receive prompt written notice of each notice or claim of copyright infringement received by the Contractor with respect to any material delivered under this Contract. WSP shall have the right to modify or remove any restrictive markings placed upon the data by the Contractor.

- 24. Savings.** In the event that funds WSP relied upon to establish this Contract are withdrawn, reduced or limited, or if additional or modified conditions are placed on such funding, WSP may immediately terminate this Contract by providing written notice to the Contractor. This termination shall be effective on the date specified in the notice of termination.
- 25. Severability.** If any provision of this Contract or any provision of any document incorporated by reference shall be held invalid, such invalidity shall not affect the other provisions of this Contract which can be given effect without the invalid provision, if such remainder conforms to the requirements of applicable law and the fundamental purpose of this Contract, and to this end the provisions of this Contract are declared to be severable.
- 26. Site Security.** While on WSP's premises, the Contractor shall conform in all respects with physical, fire or other security regulations communicated to the Contractor by WSP.
- 27. Statewide Payee Registration.** The Contractor is required to be registered as a Statewide Payee prior to submitting a request for payment under this Agreement. The Washington State Department of Enterprise Services (DES) maintains the Statewide Payee Registration System; to obtain registration materials go to:
<http://www.des.wa.gov/services/ContractingPurchasing/Business/VendorPay/Pages/default.aspx>.
- 28. Subcontracting.** Except as otherwise provided in this Contract, the Contractor may subcontract for any of the services provided under this Contract with the prior, written approval of WSP. The Contractor shall be responsible for the acts and omissions of any subcontractor.
- 29. Survivorship of Provisions.** Any terms, conditions and warranties contained in this Contract that by their sense and context are intended to survive performance by the parties to this Contract shall so survive the completion of the period of performance or termination of this Contract.
- 30. Taxes.** WSP shall pay sales and use taxes imposed on services provided by the Contractor under this Contract if required by state law. The Contractor shall pay all other taxes, including, but not limited to, Washington State Business and Occupation Tax, taxes based on the Contractor's income, or personal property taxes levied or assessed on the Contractor's personal property to which WSP does not own title.

31. **Termination for Convenience.** Except as otherwise provided in this Contract, either party may terminate this Contract upon thirty (30) calendar days written notification. If this Contract is so terminated, the terminating party shall be liable only for performance in accordance with the terms of this Contract for performance rendered prior to the effective date of termination.
32. **Termination for Default.** WSP may terminate the Contract for default, in whole or in part, if WSP has a reasonable basis to believe that the Contractor failed to perform under any provision of this Contract; violated any applicable law, regulation, rule or ordinance; or otherwise breached any provision or condition of this Contract.

WSP shall notify the Contractor in writing of the need to take corrective action. If corrective action is not taken within five (5) calendar days, the Contract may be terminated. WSP reserves the right to suspend all or part of the Contract, withhold further payments, or prohibit the Contractor from incurring additional obligations of funds during investigation of the alleged breach and pending corrective action by the Contractor or a decision by WSP to terminate the Contract.

In the event of termination for default, the Contractor shall be liable for damages as authorized by law including, but not limited to, any cost difference between the original contract and the replacement or cover contract, and all administrative costs directly related to procuring the replacement contract. If it is determined that the Contractor was not in default the termination shall be deemed a termination for convenience. The rights and remedies of WSP provided under this Contract are not exclusive and are in addition to any other rights and remedies provided by law.

33. **Termination Procedure.** The following provisions shall survive and be binding on the parties to this Contract in the event this Contract is terminated.
 - a. The Contractor shall stop work under this Contract on the date specified in the notice of termination, and shall comply with all instructions contained in the notice of termination.
 - b. The Contractor shall deliver to the WSP Project Manager identified on the Face Sheet of this Contract, all WSP property in the Contractor's possession and any WSP property produced under this Contract. The Contractor grants WSP the right to enter upon the Contractor's premises for the sole purpose of recovering any WSP property that the Contractor fails to return within ten (10) calendar days of termination of the Contract. Upon failure to return WSP property within ten (10) calendar days of the Contract termination, the Contractor shall be charged with all reasonable costs of recovery, including transportation and attorney's fees. The Contractor shall protect and preserve any property of WSP that is in the possession of the Contractor pending return to WSP. The Contractor shall provide written certification to WSP that the Contractor has returned all WSP property in the Contractor's possession.
 - c. WSP may direct assignment of the Contractor's rights to and interest in any subcontract or orders placed to WSP. WSP may terminate any subcontract or orders, and settle or pay any or all claims arising out of the termination of such orders and subcontracts.
 - d. WSP shall be liable for and shall pay for only those services authorized and provided through the date of termination. WSP may pay an amount agreed to by the parties for partially completed work and services, if work products are useful to WSP.

- e. In the event of termination for default, WSP may withhold a sum from the final payment to the Contractor that WSP determines necessary to protect WSP against loss or additional liability.

34. Treatment of Assets. Title to all property furnished by WSP to the Contractor under the terms of this Contract shall remain with WSP. Any property furnished by WSP to the Contractor under the terms of this Contract shall be used only for the performance of this Contract. The Contractor shall be responsible for any loss or damage of property provided to the Contractor by WSP resulting from the failure on the part of the Contractor to maintain and administer that property in accordance with sound management practices. Upon the discovery of loss or damage of WSP property, the Contractor shall notify WSP and take all reasonable steps to prevent any further loss or damage. Upon the termination or completion of this Contract, the Contractor shall surrender all WSP property to the WSP Project Manager indicated on the Face Sheet of this Contract.

35. Waiver. A failure by WSP to exercise its rights under this Contract shall not preclude WSP from subsequent exercise of such rights and shall not constitute a waiver of any other rights under this Contract unless stated to be such in writing and signed by an authorized representative of WSP and attached to the original Contract.

36. Background Checks and Security Awareness Training. WSP shall complete a criminal history background checks on any proposed Contractor team member who will have unaccompanied access to WSP facilities, electronic equipment, computers, data bases, or other sensitive or restricted information. Contractor must complete Fingerprint Background Checks forms and submit a Waiver and Authorization to Release Information form (Appendix C) for all Contractor team member(s) proposed for unaccompanied access under this contract. Contractor team member(s) who are required to complete a background check, must pass a criminal history background check before any work is started.

Any Contractor team members who have access to criminal justice information, computer networks, or computer terminals that access criminal justice information must complete security awareness training once every two (2) years.

Contractor will verify with WSP Project Manager that contract team members are added to the WSP database for approved background checks and fingerprinting requirements and, if needed, completed security awareness training.

APPENDIX C

Contractor Instruction Sheet for Fingerprint Background Checks



Please enter the following information on the fingerprint card:

1. Enter your name (including other names used), complete mailing address, Social Security number (optional), citizenship, date of birth, and personal information (sex, race, etc.). The spaces for OCA, FBI, and MNU numbers may be left blank.
2. Enter the name of your employer AND the name of the WSP division/district that will be receiving your services in the EMPLOYER section. Enter the address of the WSP division/district receiving your services in the ADDRESS section.
3. If not previously stamped on the fingerprint card, insert Contract Employee in the REASON FINGERPRINTED section. You must use this exact wording. Also, please make sure WAWSP0035 is imprinted or written in the ORI Section.

IF WSP IS FINGERPRINTING YOU:

1. Take the fingerprint card and the Contractor Qualification form (Page 2 of these instructions) to the WSP Identification and Criminal History Section located at 3000 Pacific Avenue, Suite 202, 2nd level, Olympia WA 98501. There will be no charge for the fingerprinting service at the WSP Identification and Criminal History Section. Bring one form of picture identification to the WSP when they take your fingerprints.
2. The fee for the state and FBI background check is \$52.75. Make all checks payable to the Washington State Patrol.

IF ANOTHER AGENCY IS FINGERPRINTING YOU:

1. Take the fingerprint card and the Contractor Qualification form to a law enforcement agency that offers fingerprinting services. Other law enforcement agencies may charge a fee for this service (usually between \$5 to \$20). Bring one form of picture identification with you to the agency taking your fingerprints.
2. Provide the agency with an envelope (minimum size 9" x 12") with adequate postage for mailing the fingerprint card, the Contractor Qualification form, and your check for \$52.75 made out to the Washington State Patrol; and have them send these documents to the Washington State Patrol, Identification and Criminal History Section, PO Box 42633, Olympia WA 98504-2633.

If you have any questions, contact the Identification Section at (360) 534-2000.

Contractor Waiver and Authorization to Release Information



I authorize the recipient of this document to furnish the Washington State Patrol (WSP) with any and all information needed to determine whether I may be granted access to facilities or technologies of the WSP: my work records; my military service records; and any criminal history information. Information of a confidential or privileged nature shall also be included in this request. Your reply will be used to assist the Washington State Patrol in determining my qualifications for access to facilities or technologies of the WSP. I understand my rights under Title 5, United States Code, Section 552a, the Privacy Act of 1974, and waive these rights with the understanding that the information furnished will be used only for determining my prospective access to facilities or technologies of the WSP.

To be completed by the applicant:

For and in consideration of being considered to have access to facilities or technologies of the WSP, I _____, agree to indemnify and hold harmless the agency and/or person to whom this document has been presented; for myself, my heirs, assigns, or other successors in interest and do hereby release and forever discharge the State of Washington, the WSP, its officers, agents, employees, agencies, and departments from any and all liability for all existing and future claims, damages, and causes of action of any nature whatsoever which I may have or which may inure to me as a result of the acts or omissions of WSP based upon this process and the information requested. I understand that should information of a serious nature arise during the process of determining my qualifications for access to facilities or technologies of the WSP, such information may be turned over to the proper authorities. I also understand that because of confidentiality, security, and the integrity of the WSP process, I will not be provided any information obtained during this process, including the reasons for denial of access, should the process result in such denial.

Print Name (First, Middle, Last)

Other names you have been known by, including prior marriage or nickname

Address	City	State	Zip Code
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Social Security Number	Date of Birth
------------------------	---------------

Signature	Date
-----------	------

**A photocopy of this information shall be as valid as the original. This form is valid for the period that access is granted to facilities or technologies of the Washington State Patrol.*



STATE OF WASHINGTON
WASHINGTON STATE PATROL

REQUEST FOR QUALIFICATIONS AND QUOTATIONS
NO: WSP-RFQQ-ALPR2016

PROJECT TITLE: AUTOMATED LICENSE PLATE RECOGNITION (ALPR)

<i>~ Estimated Procurement Schedule ~</i>	
Issue Request for Qualifications and Quotations	October 14, 2016
Vendor questions due no later than	4:00 PM Pacific Standard Time, October 24, 2016
Issue addendum to RFQQ (if applicable) via WEBS	October 27, 2016
Complaints due (if any) no later than	November 1, 2016
Proposals due no later than	4:00 PM Pacific Standard Time, November 18, 2016
Conduct oral interviews with finalists (if required)	Week of: December 5, 2016
Announce "Apparent Successful Contractor(s)" and send notification via WEBS to unsuccessful vendors.	December 13, 2016
Protest Period Ends	December 23, 2016
<i>~ WSP reserves the right to revise the above schedule ~</i>	

EXPECTED TIME PERIOD FOR CONTRACT: 2-5 years

VENDOR ELIGIBILITY: This procurement is open to those Vendors that satisfy the minimum qualifications stated herein and that are available for work in Washington State.

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Appendix E	Offer, Certifications and Assurances
Appendix F	Vendor's Profile
Appendix G	Business Reference Form
Appendix H	Contractor Waiver and Authorization to Release Information
Appendix I	Sample Contract

INTRODUCTION

1.1 Purpose and Background

Purpose: The Washington State Patrol (WSP) is looking to consolidate our Automated License Plate Recognition (ALPR) platform under a single vendor that will assist us to streamline purchase, delivery, and support of the agency's ALPR services. As part of that effort the WSP may purchase up to 40 ALPR cameras over the next 2-4 years. As well, new back officer server software and mobile workstation software may be acquired. It is in WSP's best interests to acquire these from a single vendor to improve potential integration of systems and their supportability

Background: The WSP is responsible for the protection of mass transportation systems and critical infrastructure sites from disruptive, criminal, and terrorist acts for the State of Washington. It is essential that technology be used to assist the men and women of the WSP who endeavor to defend against, deter, dissuade, and prevent criminal incidents from occurring.

Through the use of infrared cameras, vehicle license plate numbers can be scanned and compared to state and national databases, allowing WSP officers to rapidly identify "vehicles of interest". In a few seconds, the ALPR technology can identify wanted or stolen vehicles, possible vehicle licensing violations, as well as terrorist suspect vehicles. The ALPR technology is used throughout WSP.

Current and Anticipated WSP Uses of ALPR: The WSP has a multitude of Districts and Divisions currently utilizing ALPR through three different vendors who employ ALPR in both mobile and fixed environments. The following describe our current and future uses:

Current:

- **Field Operations Bureau** (Troopers) mobile cameras permanently attached to a vehicle where the vehicle may be in motion up to highway speeds and/or stopped.
- **Criminal Investigative Division – Auto Theft** (Detectives) – mobile camera non-permanently attached to a vehicle. ALPR camera system would be moved from vehicle to vehicle. Also, deploying cameras in a covert capacity for undercover operations.
- **Homeland Security Division** – fixed cameras permanently attached to poles at ferry terminal lanes.

Future:

- **Commercial Vehicle Division** - fixed cameras at roadside weigh stations and rear facing mobile cameras permanently attached to the vehicle.
- **Investigative Assistance Division – Drug Task Force** - (Detectives) – fixed cameras located along Interstate routes or highways or affixed to bridges and/or overpasses.

- **Missing and Exploited Children Task Force** – would perform searches and data analysis on the back office server.
- **Missing and Unidentified Persons Unit** - would perform searches, data analysis, and run reports on the back office server.
- **Aviation Section** - need software that can read color and black & white vehicle license plates to integrate with the FLIR cameras.

1.2 Intended Use of the Contract Resulting from this Acquisition

This acquisition will create a contract that will enable WSP to acquire ALPR cameras, components, and system software as funding becomes available. Grants and other sources of one time and sustaining funding are expected to be available over the next 2 – 4 years to support acquisitions of additional systems. This RFQQ does not guarantee a specific level of purchases. WSP expects most purchases to be of mobile ALPR cameras and workstation software that accompanies them.

1.3 Technical Standards

WSP expects that ALPR systems will interact with software and data on mobile workstations and on servers in our data center. These standards are provided to ensure that future ALPR systems and supporting software interact successfully with WSP systems. Vendors will be required to clearly indicate their compliance or exceptions to compliance with these technical standards. The level of standards compliance will be an important factor in evaluation of the hardware and software proposed.

ALPR Camera Hardware Standards

- a. Ingress Protection for water resistance/sealing, and extreme weather conditions (temperature, rain, wind, heat, snow, corrosion, salt spray/fog, dust, humidity, altitude, etc.).
- b. Vibration Shock: MIL-STD-810G Method 514.6
- c. RF Interference: Camera cables shielded using MIL-SPEC connectors
- d. GPS
- e. Minimal operational amperage to operate equipment.

1.4 Definitions.

Definitions for the purposes of this RFQQ include:

Contractor – Individual or company whose proposal has been accepted by the WSP and has been awarded a fully executed, written contract.

PMDC – Premier Mobile Data Computer. A Motorola product that allows troopers to run vehicle and persons through CAD (Computer Aided Dispatch) in their vehicles.

Proposal – A formal offer submitted in response to this solicitation.

Request for Qualifications and Quotations (RFQQ). A formal procurement document in which a service or need is identified and products, skills and expertise are being sought to deliver the service or meet the need. The purpose of an RFQQ is to solicit from the Vendor community to propose the qualified Vendor(s) and associated pricing/costs to provide the products and services to meet the identified need.

Vendor – Individual or company submitting a proposal in order to attain a contract with WSP.

WEBS – Washington Electronic Business Solution is Washington State's vendor self registration and solicitation notification system. If you did not receive this RFQQ through

WEBS, it is available on the Department of Enterprise Services (DES), Washington Electronic Business Solution (WEBS) Procurement Website at <http://www.des.wa.gov/services/ContractingPurchasing/Pages/default.aspx>. All RFQQ amendments or bidder questions/DES answers will be posted on the WEBS under one or more the following commodity codes in order to receive further notifications: 938-59, 938-62, and 938-63.

1.5 Funding

The estimated funding for this project shall not exceed nine hundred thousand dollars (\$900,000). Any contract(s) awarded as a result of this procurement is contingent upon the availability of funding.

2. GENERAL INFORMATION

2.1 RFQQ COORDINATOR

The RFQQ Coordinator is the sole point of contact in WSP for this procurement. All communication between the Vendor and WSP upon receipt of this RFQQ shall be with the RFQQ Coordinator, as follows:

Name	Patrick Horan, RFQQ Coordinator
Mailing Address	Washington State Patrol IT Planning Section 403 Cleveland Ave SE, Suite C Tumwater WA 98501-3311
Physical Address	Washington State Patrol IT Planning Section 403 Cleveland Ave SE, Suite C Tumwater WA 98501-3311
Phone Number	(360) 596-4919
E-Mail Address	Patrick.Horan@wsp.wa.gov

Any other communication will be considered unofficial and non-binding on WSP. Vendors are to rely on written statements issued by the RFQQ Coordinator. Communication directed to parties other than the RFQQ Coordinator may result in disqualification of the Vendor.

2.2 Vendor's Questions and Answers

A Vendor Conference will not be held. Specific questions concerning this RFQQ should be submitted in writing via e-mail to the RFQQ Coordinator at the address specified in Section 2.1. Questions must be received by the RFQQ Coordinator no later than 4:00 p.m. Pacific Standard Time on Monday October 24, 2016.

2.3 Submission of Proposals

Vendors are required to submit an electronic copy of their proposal. The proposal must arrive to the WSP no later than 4:00 p.m. Pacific Standard Time on Friday November 18, 2016.

The proposal is to be sent to the RFQQ Coordinator at the email address noted in Section 2.1. WSP assumes no responsibility for delays caused by any delivery service. Late proposals will not be accepted and will be automatically disqualified from further consideration. All proposals and any accompanying documentation become the property of WSP and will not be returned.

2.4 Proprietary Information/Public Disclosure

Materials submitted in response to this competitive procurement shall become the property of WSP. All proposals received shall remain confidential until the announcement of the Apparent Successful Bidder/Vendor (ASB/ASV) by the Washington State Patrol; thereafter, the proposals shall be deemed public records as defined in RCW 42.56 (the Public Records Act) and RCW 39.26.030 (State Procurement Records - Disclosure).

Any information in the proposal that the Vendor desires to claim as proprietary and exempt from disclosure under the provisions of RCW 42.56 must be clearly designated. The page must be identified and the particular exception from disclosure upon which the Vendor is making the claim. Each page claimed to be exempt from disclosure must be clearly identified by the word "Confidential" printed on the lower right hand corner of the page.

WSP will consider a Vendor's request for exemption from disclosure; however, WSP will make a decision predicated upon Chapter 42.56 RCW and Chapter 143-06 of the Washington Administrative Code. Marking the entire proposal exempt from disclosure will not be honored. The Vendor must be reasonable in designating information as confidential. If any information is marked as proprietary in the proposal, such information will not be made available until the affected Vendor has been given an opportunity to seek a court injunction against the requested disclosure.

A charge will be made for copying and shipping, as outlined in RCW 42.56.120. No fee shall be charged for inspection of contract files, but a 24-hour notice to the RFQQ Coordinator is required. All requests for information should be directed to the RFQQ Coordinator.

2.5 Revisions to the RFQQ

In the event it becomes necessary to revise any part of this RFQQ, addenda will be provided to all who received the RFQQ. For this purpose, the published questions and answers and any other pertinent information shall be provided as an addendum to the RFQQ. WSP also reserves the right to cancel or to reissue the RFQQ in whole or in part, prior to execution of a contract.

2.6 Minority and Women's-Owned Businesses Participation

The State of Washington encourages participation in all of its contracts by firms certified by the Office of Minority and Women's Business Enterprises (OMWBE). However, no preference will be included in the evaluation of proposals, no minimum level of MWBE participation shall be required as a condition for receiving an award and proposals will not be rejected or considered non-responsive on that basis. Vendors may contact OMWBE at (866) 208-1064 or <http://omwbe.wa.gov/> to obtain information on certified firms and the certification process.

2.7 Acceptance Period

Proposals must provide 60 days for acceptance by WSP from the due date for receipt of proposals.

2.8 Responsiveness

All proposals will be reviewed by the RFQQ Coordinator to determine compliance with administrative requirements and instructions specified in this RFQQ. The Vendor is specifically notified that failure to comply with any part of the RFQQ may result in rejection

of the proposal as non-responsive. WSP also reserves the right, however, at its sole discretion to waive minor administrative irregularities.

2.9 Most Favorable Terms

WSP reserves the right to make an award without further discussion of the proposal submitted. Therefore, the proposal should be submitted initially on the most favorable terms which the Vendor can propose. There will be no best and final offer procedure. WSP reserves the right to contact a Vendor for clarification on their proposal.

The Vendor should be prepared to accept this RFQQ for incorporation into a contract resulting from this RFQQ. Contract negotiations may incorporate some or the Vendor's entire proposal. It is understood that the proposal will become a part of the official procurement file on this matter without obligation to WSP.

2.10 Sample Contract

The apparent successful contractor will be expected to enter into a contract which is substantially the same as Appendix I. In no event is a Vendor to submit its own standard contract terms and conditions in response to this solicitation.

2.11 Cost to Propose

WSP will not be liable for any costs incurred by the Vendor in preparation of a proposal submitted in response to this RFQQ, in conduct of a presentation, or any other activities related to responding to this RFQQ.

2.12 No Obligation to Contract

This RFQQ does not obligate the State of Washington or WSP to contract for services specified herein.

2.13 Rejection of Proposals

WSP reserves the right at its sole discretion to reject any and all proposals received without penalty and not to issue a contract as a result of this RFQQ.

2.14 Commitment of Funds

The Chief of the Washington State Patrol or those with authority delegated by the Chief of the Washington State Patrol are the only individuals who may legally commit WSP to the expenditures of funds for a contract resulting from this RFQQ. No cost chargeable to the proposed contract may be incurred before receipt of a fully executed contract.

2.15 Background Checks

WSP shall complete a criminal history background check on any proposed Contractor team member who will have unaccompanied access to WSP facilities, electronic equipment, computers, data bases, or other sensitive or restricted information. Before any work is started, Contractor team members must pass a criminal history background check. Contractor must complete Fingerprint Background Checks forms and submit a Waiver and Authorization to Release Information form for all Contractor team member(s) proposed for work from any contract resulting from this RFQQ.

Contractor shall comply with WSP instructions on submitting fingerprints and other information to WSP in order to complete these background checks. Failure of a Contractor, Contractor team members or Contractor subcontractors to cooperate with WSP and other law enforcement agencies during the background check process may result in termination of the contract.

3. INSURANCE COVERAGE

3.1 General

During the term of any contract resulting from this RFQQ, the Contractor shall maintain in full force and effect, the insurance described in this section. The Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in the state of Washington and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. In the event of cancellation, non-renewal, revocation or other termination of any insurance coverage required by the Contract, the Contractor shall provide written notice of such to WSP within one (1) business day of the Contractor's receipt of such notice. Failure to buy and maintain the required insurance may, at WSP's sole option, result in the Contract's termination.

3.2 Minimum Requirements

The minimum acceptable limits shall be as indicated below, with no deductible for each of the following categories:

- Commercial General Liability covering the risks of bodily injury (including death), property damage and personal injury, including coverage for contractual liability, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;
- Business Automobile Liability (owned, hired, or non-owned) covering the risks of bodily injury (including death) and property damage, including coverage for contractual liability, with a limit of not less than \$1 million per accident; and
- Employers Liability insurance covering the risks of the Contractor's employees' bodily injury by accident or disease with limits of not less than \$1 million per accident for bodily injury by accident and \$1 million per employee for bodily injury by disease.

3.3 Requirements for Proof of Insurance

The Contractor shall pay premiums on all insurance policies. Such insurance policies shall name WSP as an additional insured on all general liability and automobile liability policies. Such policies shall also reference the WSP contract number and shall have a condition that they not be revoked by the insurer until forty-five (45) calendar days after notice of intended revocation thereof shall have been given to WSP by the insurer.

All insurance provided by the Contractor shall be primary as to any other insurance or self-insurance programs afforded to or maintained by the State and shall include a severability of interests (cross-liability) provision.

The Contractor shall include all Subcontractors as insured under all required insurance policies or shall furnish separate certificates of insurance and endorsements for each Subcontractor. Subcontractor(s) shall comply fully with all insurance requirements stated herein. Failure of Subcontractor(s) to comply with insurance requirements does not limit the Contractor's liability or responsibility.

The Contractor shall furnish to WSP copies of certificates of all required insurance within thirty (30) calendar days of the Contract's Effective Date, and copies of renewal certificates of all required insurance within thirty (30) days after the renewal date. These certificates of insurance must expressly indicate compliance with each and every insurance requirement

specified in this section. Failure to provide evidence of coverage may, at WSP's sole option, result in the Contract's termination.

By requiring insurance herein, WSP does not represent that coverage and limits will be adequate to protect the Contractor. Such coverage and limits shall not limit the Contractor's liability under the indemnities and reimbursements granted to the Contractor in the Contract.

4. PROPOSAL CONTENTS

4.1 Letter of Submittal Requirements

The Letter of Submittal must be signed and dated by a person authorized to legally bind the bidder to a contractual relationship, e.g., the President or Executive Director if a corporation, the managing partner if a partnership, or the proprietor if a sole proprietorship. Along with introductory remarks, the Letter of Submittal is to include by attachment the following information about the bidder and any proposed subcontractors:

- Name, address, principal place of business, telephone number, and fax number/e-mail address of legal entity or individual with whom contract would be written.
- Legal status of the bidder (sole proprietorship, general partnership, limited partnership, limited liability partnership, corporation, or Limited Liability Company) and the year the entity was organized to do business as the entity now substantially exists.
- If the bidder is a general partnership, limited partnership, limited liability partnership, corporation, or limited liability company, the name, address, and telephone number of each principal officer (President, Vice President, Treasurer, Chairperson of the Board of Directors, etc.)
- The bidder's Federal Employer Tax Identification number or Social Security number, and the Washington Uniform Business Identification (UBI) number issued by the State of Washington Department of Revenue.
- Identify any State employees or former State employees employed or on the bidder's governing board as of the date of the proposal. Include their position and responsibilities within the bidder's organization. If following a review of this information, it is determined by WSP that a conflict of interest exists, the bidder may be disqualified from further consideration for the award of a contract.

The proposal must include the signature of an authorized bidder representative on all documents requiring a signature.

Proposals which do not include any of the following required submittals will be rejected for non-responsiveness.

Along with introductory remarks, the Letter of Submittal is to reference the completed Appendixes and attachments.

4.2 Offer, Certifications, and Assurances

A signed Certifications and Assurances form. See Appendix E. This includes an assurance that the vendor has reviewed the contract template, and noted exceptions or proposed changes to the contract language.

4.3 Pre-Screening Documentation

Attach a self-authored document detailing any applicable debarments or terminations for cause within the past three years, the status of any former state employees working for your company or any changes to the sample Work Order. No form is provided for this submittal. If

your firm does not have any of these findings or changes, please simply state so in your proposal or submittal.

Failure to provide this submittal as detailed herein may render a proposal non-responsive and cause it to be rejected.

4.4 Vendor Questionnaire

The Vendor Questionnaire (Appendix B) will provide insight to us on how your organization is prepared to provide initial and ongoing support.

4.5 Business Requirements

Appendix C includes a list of functional requirements for the proposed ALPR system. Please complete Appendix C by checking the appropriate column to indicate whether or not the product you are offering is able to satisfy the listed requirements. As well, in the "Description/Comment" section, please provide a description including product information of how your product proposed will meet or exceed our needs. This can include case studies, images, or other documentation. As well, please explain why your product is unique or better than other vendors. Doing so will help the evaluation team during scoring. If you run out of space in the "Description/Comment" column, please feel free to include an appendix and refer to the particular requirement (i.e. 1.1, 1.2, etc...).

4.6 Technical Requirements

Appendix D includes a list of technical requirements for the proposed ALPR system. Please complete Appendix D by checking the appropriate column to indicate whether or not the product you are offering is able to satisfy the listed requirements. As well, please include any additional comments.

4.7 Cost/Pricing

The evaluation process is designed to award this procurement not necessarily to the Vendor of least cost, but rather to the Vendor whose proposal best meets the requirements of this RFQQ. Vendors are encouraged to submit proposals which are consistent with State government efforts to conserve state resources.

Identification of Costs

Identify all costs including expenses to be charged for performing the services necessary to accomplish the objectives described in this RFQQ. Your quotation must include all staff costs, administrative costs, travel costs, and any other expenses necessary to accomplish the tasks and to produce the deliverables under contract. Vendors are required to collect and pay Washington State sales tax, if applicable.

Pricing Matrix

Use the attached "Cost/Pricing" Microsoft Excel worksheet to provide your itemized cost proposal. Do not amend the established columnar format. Do not amend the established rows or rename the contents; instead, add as many additional rows as needed within each section to ensure all necessary information is submitted.

Cost Categories within Pricing Matrix

4.7.1 One-Time Hardware/Software

- Camera – Black & White (4.7.1.1)***

Identify the black & white camera costs, per vehicle. Include and identify the transportable mounting hardware, which can be placed in the "Other – One-Time Hardware/Software" category if desired. Use the attached spreadsheet "Pricing/Pricing Matrix", Item 1.1 "Camera – Black & White".

NOTE: If a single unit contains the ability to take both "black & white" and "color" images then state that and place all camera costs under this category.

- Camera – Color (4.7.1.2)***

Identify the color camera costs, per vehicle. Include and identify the transportable mounting hardware, which can be placed in the "Other – One-Time Hardware/Software" category if desired. Use the attached spreadsheet "Cost/Pricing Matrix", Item 1.1,"Camera – Black & White", and Item 1.2 "Camera – Color".

- "Back Office" Software License (4.7.1.3)***

Identify the "back office" software license costs and indicate how it is licensed (e.g., per server, per location, etc.). Use the attached spreadsheet "Cost/Pricing Matrix", Item 1.3 "Back Office Software License".

- "Back Office" Hardware (4.7.1.4)***

Identify the "back office" hardware required (servers, etc.) necessary for accommodating the two terminals identified in this RFQQ. Provide specifics for the server (model, processor speed, disk storage, memory, etc.). Use the attached spreadsheet "Cost/Pricing Matrix", Item 1.4 "Back Office Hardware".

- MS SQL Server Database Software License (4.7.1.5)***

Identify MS SQL Server database software license costs and indicate how it is licensed (e.g., per server, per "enterprise" as it will be Web-enabled, etc.). Also include the recommended version number of MS SQL Server to be used. Use the attached spreadsheet "Cost/Pricing Matrix", Item 1.5 "MS SQL Server Database Software License".

- 3rd Party Software License (4.7.1.6)***

Identify 3rd party software licenses that are "required" for this solution, if any (e.g., Microsoft IIS, Crystal Reports, etc.). If none, please indicate. Use the attached spreadsheet "Cost/Pricing Matrix", Item 1.6 "3rd Party Software License".

- Other – One-Time Hardware/Software (4.7.1.7)***

Identify all other one-time hardware/software items which have costs associated with them that may not have been identified elsewhere in this category. Use the attached spreadsheet "Cost/Pricing Matrix", Item 1.7 "Other – One-Time Hardware/Software".

NOTE: If your bid includes a structure on which the cameras mount include those costs in this section – be specific and "explain/itemize" all costs associated camera mounting structures (please include any diagrams or pictures of the proposed structure).

4.7.2 Maintenance/Support

- Software Maintenance Year 1 (4.7.2.1)***

Identify application software maintenance or support costs for the first year of the product use, if any. If none, please indicate. Use the attached spreadsheet "Cost/Pricing Matrix", Item 2.1 "Software Maintenance Year 1".

- Annual Software Maintenance Year 2 (4.7.2.2)***

Identify the annual application software maintenance for year two of the implemented solution (i.e., percentage of the initial license purchase price). Use the attached spreadsheet "Cost/Pricing Matrix", Item 2.2 "Annual Software Maintenance Year 2".

- Annual Software Maintenance Year 3 (4.7.2.3)***

Identify the annual application software maintenance for year three of the implemented solution (i.e., percentage of the initial license purchase price). Use the attached spreadsheet in "Cost/Pricing Matrix", Item 2.3 "Annual Software Maintenance Year 3".

- Hardware Maintenance (after warranty) (4.7.2.4)***

Identify hardware maintenance or support costs for service beyond the initial warranty (camera, server, etc.), if any. If none, please indicate. Use the attached spreadsheet "Cost/Pricing Matrix", Item 2.4 "Hardware Maintenance".

- Other – Maintenance/Support (4.7.2.5)***

Identify all other maintenance/support activities which have costs associated with them that may not have been identified elsewhere in this category (e.g., costs for toll free calls to help desk, help desk assistance after hours, etc.). Use the attached spreadsheet "Cost/Pricing Matrix", Item 2.5 "Other – Maintenance/Support".

4.7.3 Warranty

- Software (4.7.3.1)***

Identify software warranty costs, if any. If none, please indicate. Also include the number of months covered by the software warranty. WSP is wanting a minimum of 2 year extended warranty on all software. Use the attached spreadsheet "Cost/Pricing Matrix", Item 3.1 "Software".

- Hardware (4.7.3.2)***

Identify hardware warranty costs, if any. If none, please indicate. Also include the number of months covered by the hardware warranty. If there are different lengths of warranties for the various hardware components in the solution please indicate each warranty time frame. WSP is wanting a minimum of 2 year extended warranty on all hardware. Use the attached spreadsheet "Cost/Pricing Matrix", Item 3.2 "Hardware".

4.7.4 Professional Services

- ***Pre-Implementation Activities (4.7.4.1)***

Identify all pre-implementation activities necessary to implement the Vendor's proposed solution (e.g., site survey(s), camera placement assessment, network topology analysis, server location assessment, etc.).

If the Vendor's response is to provide a specific number of hours, or a lump sum, for the pre-implementation activities then identify each activity performed by the Vendor including:

- The number of hours required
- Level of expertise performing the activity (e.g., expert, senior, technician, etc.)
- Cost, or rate, for each level

WSP needs to know exactly what services/activities the Vendor will be providing in pre-implementation activities.

If there is no charge for these pre-implementation activities, or this cost is included elsewhere in the pricing matrix, the Vendor needs to state that and must still identify what pre-implementation activities will be performed, again so WSP knows exactly what services/activities the Vendor will provide. Use the spreadsheet in Section 8.3 "Pricing Matrix", Item 4.1 "Pre-Implementation Activities" to itemize and explain each activity listed.

- ***Design (4.7.4.2)***

Identify all design activities necessary to implement the Vendor's proposed solution (e.g., placement decisions, camera mounting requirements, connectivity access, Statement of Work (SOW), etc.).

If the Vendor's response is to provide a specific number of hours, or a lump sum, for the design activities then identify each activity performed by the Vendor including:

- The number of hours required
- Level of expertise performing the activity (e.g., expert, senior, technician, etc.)
- Cost, or rate, for each level

WSP needs to know exactly what services/activities the Vendor will provide in design activities.

Use the spreadsheet in Section 8.3 "Pricing Matrix", Item 4.2 "Design Activities" to itemize and explain each activity listed.

NOTE: If the Vendor is not able to provide design costs until the pre-implementation activities have been completed then make a note to that affect in the "Design" section.

- ***Installation Services (4.7.4.3)***

Identify all installation activities necessary to implement the Vendor's proposed solution (e.g., transferable mounting hardware and

camera(s), connecting equipment to power, testing equipment, adjusting equipment, etc.).

If the Vendor's response is to provide a specific number of hours, or a lump sum, for the installation activities then identify each activity performed by the Vendor including:

- The number of hours required
- Level of expertise performing the activity (e.g., expert, senior, technician, etc.)
- Cost, or rate, for each level
- Itemized by site

WSP needs to know exactly what services/activities the Vendor will be providing in the installation activities and the costs must be itemized by vehicle.

If there is no charge for installation activities, or this cost is included elsewhere in the pricing matrix, the Vendor needs to state that and must still identify what installation activities they will perform, again so WSP knows exactly what services/activities the Vendor will provide. Use the spreadsheet in Section 8.3 "Pricing Matrix", Item 4.3 "Installation Services" to itemize and explain each activity listed.

NOTE: If the Vendor is not able to provide installation costs until the pre-implementation activities have been completed then make a note to that affect in the "Installation Services" section.

- ***System and User Documentation (4.7.4.4)***

Identify costs associated with providing WSP System and User Documentation if any. If there is no charge for the system and user documentation then the Vendor needs to identify all documentation that is provided with their solution. Use the spreadsheet in Section 8.3 "Pricing Matrix", Item 4.4 "System and User Documentation".

- ***Other – Professional Services (4.7.4.5)***

Identify all other professional service activities which have costs associated with them that may not have been identified elsewhere in this category (e.g., software customization for this solution, etc.). Use the spreadsheet in Section 8.3 "Pricing Matrix", Item 4.5 "Other – Professional Services".

4.7.5 Training

- ***User Training (4.7.5.1)***

Identify costs associated with performing user training along with:

- Length of training (hours/days)
- Number of students
- Location of training

Use the spreadsheet in Section 8.3 "Pricing Matrix", Item 5.1 "User Training".

- **IT Systems Administrator Training (4.7.5.2)**

Identify costs associated with performing IT system administrator training along with:

- Length of training (hours/days)
- Number of students
- Location of training

Use the spreadsheet in Section 8.3 "Pricing Matrix", Item 5.2 "IT System Administrator Training".

- **Other – Training (4.7.5.3)**

Identify any other training activities which have costs associated with them that may not have been identified elsewhere in this category.

Use the spreadsheet in Section 8.3 "Pricing Matrix", Item 5.3 "Other – Training".

5. EVALUATION AND CONTRACT AWARD

5.1 Evaluation Procedure

Responsive proposals will be evaluated strictly in accordance with the requirements stated in this solicitation and any addenda issued. The evaluation of proposals shall be accomplished by an evaluation team to be designated by the WSP, which will determine the ranking of the proposals.

Items in Appendix A, Checklist for Responsiveness marked "mandatory" must be included as part of the proposal for the proposal to be considered responsive. Items marked "scored" are those that are awarded points as part of the evaluation conducted by the evaluation team. WSP, at its sole discretion, may elect to select the top-scoring Vendors as finalists for an oral presentation.

5.2 Award Criteria

Award will be based on the following criteria and will be in accordance with provisions identified in RCW 39.26.160 and other criteria identified in the solicitation.

Section	Possible Points
Attachment A – Cost/Pricing	400
Appendix B – Vendor Questionnaire	100
Appendix C – Business Requirements	500
Total Possible Points	1000

5.3 Evaluation Process

5.3.1 Initial Determination of Responsiveness

Proposals will be reviewed initially to determine, on a pass/fail basis, whether they meet all administrative requirements specified in Appendix A.

Purchaser reserves the right to determine at its sole discretion whether a bidder's response to a mandatory requirement is sufficient to pass. However, if all responding bidders fail to

meet any single mandatory item, Purchaser reserves the right to either: (1) cancel the procurement, or (2) revise or delete the mandatory item.

5.3.2 Vendor Questionnaire (100 pts)

A committee will evaluate the vendor questionnaire and assign a score. The committee members need not award all possible points and will score consistent with their values and best professional judgment. The committee members will primarily focus on the considerations stated in the solicitation. The scoring may be performed in isolation or together as a group, or a combination of both.

Scoring of the vendor questionnaire will use a score of 10-100 for the quality of the response for the evaluation questions formulated. The score for each question will then be converted to a percentage of 100 and applied to the weight (percent of total points available for the questionnaire) of the question and the total points available to the questionnaire to arrive at total points awarded for the question.

Example:

Total Points available to Vendor Questionnaire = 100

Final Average Score for Bidder A = 87 out of 100 = 87%

*Score Awarded Bidder A for = $100 * 87\% = 87$*

5.3.3 Cost/Pricing (400 pts)

The bidder with the lowest cost proposal will receive the maximum (400) cost evaluation points. Those proposals with higher costs will receive proportionately fewer cost evaluation points based upon the lowest cost proposal.

Example of Cost evaluation:

Bidder A: (Lowest cost/pricing)	\$19,000.00 = 400 Points <i>↳ Lowest cost bid receives all 400 available points</i>
	\$21,000.00
Bidder B: (2nd Lowest cost/pricing)	\$19,000.00 / \$21,000.00 = .9047 * 400 = 361.904 Points Lowest Bid / Higher Bid = Percentage of Available Points * Available Points = Points Awarded

5.3.4 Business Requirements (500 pts)

A committee will evaluate the business requirements and assign a score. The committee members need not award all possible points and will score consistent with their values and best professional judgment. The committee members will primarily focus on the considerations stated in the solicitation. The scoring may be performed in isolation or together as a group, or a combination of both. Scoring breakdown will be:

- 75 pts - Physical Characteristics and Specifications
- 75 pts - Scan License Plates

- 125 pts – Back Office and System Administration
- 100 pts – User Experience and Notification
- 75 pts – Training and Tech Support
- 50 pts – Auditing and Reporting

Scoring of the evaluation will use a score of 10-100 for the quality of the response for the evaluation questions formulated. The score for each question will then be converted to a percentage of 100 and applied to the weight (percent of total points available for the questionnaire) of the question and the total points available to the questionnaire to arrive at total points awarded for the question.

Example:

Total Points available to Business Requirements = 500

Final Average Score for Bidder A = 450 out of 500 = 90%

*Score Awarded Bidder A for = 500 * 90% = 450*

5.4 Oral presentations and product demonstrations may be required.

Should oral presentations and product demonstrations become necessary, WSP will contact the top-scoring Vendors and any proposed Vendor Team Members to schedule a date, time and location. Commitments made by the Vendor at the oral interview, if any, will be considered binding. Oral presentations and product demonstrations, if any, will provide an opportunity to adjust the original scores. References may be contacted for the top-scoring proposer(s) only and will then be scored and added to the total score. Vendors must complete a Contractor Waiver and Authorization to Release Information (Appendix H) and submit with the proposal.

5.5 Notification to Vendors

Firms whose proposals have not been selected for further negotiation or award will be notified via WEBS.

5.6 Complaint Process

Any Vendor may file a complaint regarding this RFQQ based on the following:

- The solicitation unnecessarily restricts competition;
- The evaluation/scoring process is unfair or flawed; or
- The requirements are inadequate or insufficient so that a response is difficult to prepare.

If a Vendor does not file a complaint, the Vendor cannot later file a protest based on the above complaint criteria.

Any complaint to the RFQQ must be in writing and submitted to the RFQQ Coordinator no less than five (5) business days prior to the date when the RFQQ responses are due.

5.7 Debriefing of Unsuccessful Vendors

Upon request, a debriefing conference will be scheduled with an unsuccessful Vendor. The request for a debriefing conference must be received by the RFQQ Coordinator within three (3) business days after the Notification of Unsuccessful Vendor letter is e-mailed to the Vendor. The debriefing may be held within three (3) business days of the request.

Discussion will be limited to a critique of the requesting Vendor's proposal. Comparisons between proposals or evaluations of the other proposals will not be allowed. Debriefing conferences may be conducted in person or on the telephone and will be scheduled for a maximum of one hour.

5.8 Protest Procedure

This procedure is available to Vendors who submitted a response to this solicitation document and have participated in a debriefing conference. Upon completing the debriefing conference, the Vendor is allowed five (5) business days to file a protest of the acquisition with the WSP Budget and Fiscal Services Administrator at the address below:

Mailing Address:	Street Address
Washington State Patrol ATTN: Budget & Fiscal Services Administrator P.O. Box 42602 Olympia, WA 98504-2602	Washington State Patrol ATTN: Budget & Fiscal Services Administrator 210 – 11 th Avenue SW, Room 116 Olympia, Washington 98501

Vendors protesting this procurement shall follow the procedures described below. Protests that do not follow these procedures shall not be considered. This protest procedure constitutes the sole administrative remedy available to Vendors under this procurement.

All protests must be in writing and signed by the protesting party or an authorized Agent. The protest must state the grounds for the protest with specific facts and complete statements of the action(s) being protested. A description of the relief or corrective action being requested should also be included. All protests shall be addressed to the WSP Budget and Fiscal Services Administrator.

Only protests stipulating an issue of fact concerning the following subjects shall be considered:

- A matter of bias, discrimination or conflict of interest on the part of the evaluator
- Errors in computing the score
- Non-compliance with procedures described in the procurement document or WSP policy

Protests not based on procedural matters will not be considered. Protests will be rejected as without merit if they address issues such as: 1) An evaluator's professional judgment on the quality of a proposal, or 2) WSP's assessment of its own and/or other agencies' needs or requirements.

Upon receipt of a protest, a protest review will be held by WSP. The Chief of WSP or an employee delegated by the Chief of WSP who was not involved in the procurement will consider the record and all available facts and issue a decision within five business days of receipt of the protest. If additional time is required, the protesting party will be notified of the delay. In the event a protest may affect the interest of another Vendor which submitted a

proposal, such Vendor will be given an opportunity to submit its views and any relevant information on the protest to the WSP Budget and Fiscal Services Administrator.

The final determination of the protest shall:

- Find the protest lacking in merit and uphold the WSP's action.
- Find only technical or harmless errors in the WSP's acquisition process and determine WSP to be in substantial compliance and reject the protest.
- Find merit in the protest and provide options to WSP, including correcting errors and reevaluating all proposals; reissuing the solicitation document; or making other findings and determining other courses of action as appropriate.

If WSP determines that the protest is without merit, WSP will enter into a contract with the apparently successful contractor. If the protest is determined to have merit, one of the alternatives noted in the preceding paragraph will be taken.

6. RFQQ APPENDICES and ATTACHMENTS

Attachment A	Cost/Pricing
Appendix A	Checklist for Responsiveness
Appendix B	Vendor Questionnaire
Appendix C	Business Requirements
Appendix D	Technical Requirements
Appendix E	Offer, Certifications and Assurances
Appendix F	Vendor's Profile
Appendix G	Business Reference Form
Appendix H	Contractor Waiver and Authorization to Release Information
Appendix I	Sample Contract

APPENDIX A

CHECKLIST FOR RESPONSIVENESS

This checklist is provided for Bidder's convenience and identifies the documents to be submitted with each Response. Any Response received without any one or more of these documents may be rejected as being non-responsive.

- One (1) original Letter of Submittal - signed by a person authorized to legally obligate the Vendor and submitted with the proposal.
- Proposal submitted on or before 4:00 p.m. on November 18, 2016

Proposal Contains the Following:

- Completed Attachment A Cost/Pricing document
- Response to APPENDIX B, Vendor Questionnaire
- Response to APPENDIX C, Business Requirements
- Response to APPENDIX D, Technical Requirements
- Signed APPENDIX E, Offer, Certifications and Assurances - signed by a person authorized to legally obligate the Vendor and attachments
- Completed APPENDIX F, Vendor's Profile, and required attachments
- Completed APPENDIX G, Business Reference Form
- Completed APPENDIX H, Contractor Waiver and Authorization to Release Information
- Copy of Washington State business license
- Copy of OMWBE certificate, if appropriate

VENDOR QUESTIONNAIRE**1. Vendor Organization Capabilities (MANDATORY/SCORED)**

Vendor must provide a brief description of its entity (including business locations, size, areas of specialization and expertise, customer base and any other pertinent information that would aid an evaluator in formulating a determination about the stability and strength of the entity), including the Vendor organization's experience and history with providing the services described in this RFQQ.

2. Vendor Qualifications (MANDATORY/SCORED)

Describe your experience performing similar projects in terms of similar scope, services, government program type (e.g., criminal justice), size, and project characteristics.

3. Proposed Approach /Strategy (MANDATORY/SCORED)

Please define in terms of the description of how the services will be performed, the technology proposed to support the process, the type of management controls to be used, the project management methods to be employed in the process, and the reporting processes used to provide project status throughout the project.

4. Quality Assurance (MANDATORY/SCORED)

Give a description of the quality assurance employed to ensure the integrity of the process and the quality control methods to ensure the product meets expected standards.

5. References (MANDATORY/SCORED)

Include in your bid a completed Business Reference Form (Appendix G); and substantiation of experience in any similar services completed by the vendor. The Vendor must grant permission to WSP to contact references. Do not include current WSP staff as references. References will be contacted and scored for the top-ranking proposal(s) only.

6. Product Support (SCORED)

Question	Response
1. Where are your technical support locations?	
2. What is the native operating system for your back office software?	
3. How do you publish and distribute software patches?	
4. Describe software support including: support tiers, response times, support hours, resolution assurance, change requests, escalation procedures, etc.	
5. Do you provide an "800" number for Help Desk support calls that is included in the price of your system or is it an extra cost?	
6. What are your response times for hardware (cameras) and software (Back Office application)? Provide any costs	

Question	Response
associated with your service offerings (e.g., "premium one hour response - \$\$/call").	
7. Describe the software and hardware warranty coverage for your system.	
8. Describe the on-going maintenance services that your company would make available to WSP.	
9. Factory authorized service and repair facilities for the camera equipment as well as the application must be available. Please indicate firm name and address of closest service facility in the Puget Sound area for both hardware and software. However, Vendor should identify all manufacturer authorized service and repair facilities located within Washington and/or adjacent states.	

7. Related Information (MANDATORY/NOT SCORED)

- a. If the Vendor or any subcontractor contracted with the state of Washington during the past 24 months, indicate the name of the agency, the contract number and project description and/or other information available to identify the contract.
- b. If the Vendor's staff or subcontractor's staff was an employee of the state of Washington during the past 24 months, or is currently a Washington State employee, identify the individual by name, the agency previously or currently employed by, job title or position held and separation date. Identify any State employees or former State employees employed or on the Vendor's governing board as of the date of the proposal. Include their position and responsibilities within the Vendor's organization. If following a review of this information, it is determined by WSP that a conflict of interest exists, the Vendor may be disqualified from further consideration for the award of a contract. Include any staff member(s) who will perform work on this contract and has retired from the State of Washington under the provisions of the 2008 Early Retirement Factors legislation.
- c. If the Vendor has had a contract terminated for default in the last five years, describe such incident. Termination for default is defined as notice to stop performance due to the Vendor's non-performance or poor performance and the issue of performance was either (a) not litigated due to inaction on the part of the Contractor, or (b) litigated and such litigation determined that the Contractor was in default.
- d. Submit full details of the terms for default including the other party's name, address, and phone number. Present the Vendor's position on the matter. WSP will evaluate the facts and may, at its sole discretion, reject the proposal on the grounds of the past experience. If no such termination for default has been experienced by the Vendor in the past five years, so indicate.

8. Subcontractors. (MANDATORY/NOT SCORED) Using the format example below, identify any subcontractors who will perform services in fulfillment of contract requirements; the nature of services to be performed and include federal tax identification number (TIN) for each subcontractor.

Name/Address/Contact/Phone:	TIN:	Brief description of the nature of Service Provided (e.g. testing, sampling, pick-up, etc.):

Appendix C

Business Requirements (MANDATORY/SCORED)

Please check the appropriate box as to how your product:

- a) Meets the requirement, or
- b) Partially meets the requirement, or
- c) Requirement is available on future release (provide timeframe), or
- d) Requirement is not on your roadmap

As well, in the “Description/Comment” section, please provide a description including product information of how your product proposed will meet or exceed our needs. This can include case studies, images, or other documentation. As well, please explain why your product is unique or better than other vendors. Doing so will help the evaluation team during scoring. If you run out of space in the “Description/Comment” column, please feel free to include an appendix and refer to the particular requirement (i.e. 1.1, 1.2, etc...).

1. Physical Characteristics and Specifications (maximum 75 pts.)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
1. Availability of mobile cameras (vehicles)	✓	✓	✓	✓	
2. Availability of fixed cameras (bridges, ferry terminals, roadside, etc.)					
3. Cameras shall be rated for Ingress Protection for resistance to extreme weather (temperature, maritime, water, wind, heat, cold, rain, humidity, salt spray/fog, corrosion), and vibration shock/ML-STD-810G Method 514.6, and certain Hazardous Materials (i.e. motor oil, brake oil, transmission fluid, chemicals being hauled.)					

4. Fixed and mobile mounts shall be rated for Ingress (temperature, maritime, wind, heat, cold, rain, humidity, salt spray/fog, corrosion), and vibration shock/ML-STD-810G Method 514.6, and certain Hazardous Materials (i.e. motor oil, brake oil, transmission fluid, chemicals being hauled.)		
5. Mobile ALPR shall not require extensive use of power as Troopers use available vehicle power outlets for laptops/tablets, printers, scanners, etc. Please provide your operational amperage to operate the system.		
6. High resolution camera. Please provide specifications on your camera resolution and the average size of each picture file.		
7. Camera can produce high quality images while reading license plates from inside the vehicle through a windshield or window.		
8. Can mount and arrange cameras in different arrangements and locations.		
9. Ability to camouflage for undercover work:		
a. Mounting in certain ways		
b. Color of camera and cabling		
10. Wiring connects to vehicle base station to allow for easy laptop disconnect.		
11. The camera must have high up-time. How often does the unit have to be serviced?		
12. The ALPR unit shall be able to detect and correctly read license plates without interference from, nor interfere with, the surrounding environment such as radio and television broadcast stations, military communications, and transmitters on vehicles such as cellular phones and CB radios. RF Interference: Camera cables shielded using MIL-SPEC connectors		
13. Ability to integrate license plate recognition software		

14. Each ALPR unit should be GPS capable.				
15. Ability to move ALPR equipment from vehicle to vehicle easily out in the field (i.e., equipment is not permanently attached).				

2. Scan License Plates (maximum 75 pts.)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
	✓	✓	✓	✓	
1. Scan license plates of vehicles in motion on the highway, at highway speeds, from a moving patrol vehicle					
a. The camera can "self-trigger" upon the presence of a license plate in the camera's field of view.					
2. Scan license plates of stationary vehicles in queues or parking lots from a moving patrol vehicle.					
3. Reading vertical stacked characters or recognizing small characters.					
4. Scan license plates of vehicles in motion on the highway, at highway speeds, from a stationary patrol vehicle.					
5. Scan license plates of vehicles passing on the highway, at highway speeds, from a fixed location.					
a. Have a high resolution camera that accurately reads license plates in motion.					
6. Ability to scan license plates of vehicles in line at ferry terminals from a fixed location.					
7. Camera malfunction in one location shall not prevent normal operation of cameras in other locations (i.e. you have five cameras in a row. A camera outage at					

the second position should not affect cameras 3, 4, and 5).			
8. The device shall be able to read plates from other states (compliant with appropriate state legislation) from Oregon, Idaho, and California as a minimum. Note: It is understood that the system will not be able to recognize the "state of origin" when reading plates.			
9. The ALPR system shall recognize license plates that are compliant with Washington legislation for the current style and manufacture of license plates.			
10. Ability for the ALPR cameras to face the rear, sides, and front of a vehicle.			

3. Back Office & System Administration (maximum 125 pts)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
	✓	✓	✓	✓	
1. Have a common server:					
1. So that the system can flag a vehicle license plate (VLP) and receive a notification if captured via ALPR elsewhere in the state.					
2. So that the system can link all ALPR equipment for data sharing.					
2. The (VLP) and image of vehicle is transmitted to the "back office" for comparison against various law enforcement databases (e.g., WACIC, NCIC, Amber Alert, etc.).					

3. Ability to upload updates to hotlists in real time.	
4. Ability to provide email or text notifying of updates to the database.	
5. Ability to download data in Excel or certain formats. Please clarify what formats data can be downloaded in.	
6. Ability for a user to add data elements like comments, carrier name, etc to a hotlist so as to provide helpful additional information to other law enforcement personnel.	
7. Ability to track routes and timeframes of captured license plates.	
8. Collect and analyze all license plates captured across ALPR units across the state, to provide the ability to research suspicious patterns.	
9. System integration with PMDC, so I can obtain additional information on the vehicle and vehicle owner.	
10. If there is no record of the VLP on any such database, the ALPR system will record the reading and log the read and the image in a running log.	
11. The ALPR System shall maintain a record of the number of "hits" made and the details of all matches.	
12. A "priority" will be established for each database (e.g., NCIC, Amber Alert, etc.), definable by the end user. While an operator is working with a VLP match on the workstation display, should another VLP match be made it shall, depending on whether its database priority is higher or lower than that being dealt with, place the new match "behind" or "in-front" of the current match. Note: "priority database display" applies if the same VLP "hit" occurs in several databases or if while viewing a current VLP match a new VLP "hit" occurs in another database.	
13. After a valid user logs onto the system the user shall be given an option to import new database updates.	

14. The end user shall be able to create and edit hotlists.	
15. The database shall be able to integrate with other vendor ALPR systems to increase our hotlist footprint.	
16. Ability to send an email notification (interface with Outlook) and/or text message to possibly include a picture, notifying of a hit for a specified license plate, or any license plate from a specified hotlist.	
17. Purge all records at a user defined increment (preferably in "day" increments, i.e. 90 days).	
18. Select specific records to be purged on a unique schedule (If there is criminal activity, the life of the record could be extended).	
19. System integrates with Microsoft's Active Directory.	
20. Supports multiple users from multiple remote locations to log into the Back Office simultaneously for data entry, making inquiries, data analysis, generating reports, etc.	
21. The system shall offer granular levels of permission and access to the back office database for external to WSP agencies/users which can be configured by the system administrator. Perhaps through a web app or another means.	
22. The system shall offer granular levels of permission and access to the back office database for users which can be configured by the system administrator.	
23. The system shall offer different levels of permission and access to hotlists for users which can be configured by the system administrator.	
24. Provides system administration functions to add, edit, and delete users.	
25. Provides system administration functions to place users in groups by permissions.	
26. System monitors the health of the external equipment and detects "failed" equipment and reports on it (cameras, communication devices, etc.). These failures should be reported to the "back office" system	

as an "alert" and email notification.

4. User Experience and Notification (maximum 100 pts.)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
1. Have an easy user interface that allows safe and complete interaction while driving.	✓	✓	✓	✓	
2. The ALPR system shall present an image of sufficient dimension and quality to allow the operator to identify the vehicle type and color.					
3. At all times the operator will have the opportunity to correct any misreads by the system.					
4. The application will provide the operator with a means to manually enter a license plate for checking against a hotlist or previously scanned VLP's. Any plates entered by this method will be sent to the database for matching and the transaction recorded in an audit trail.					
5. All devices shall continue to read VLP's while the operator is viewing with a current match or viewing any other menu or sub menu of the system.					
6. The system will be configurable to search 'covert' databases (special "watch lists") for specific users – not alerting general operators to vehicles that match those databases, but capable of remotely alerting the specific WSP parties with the appropriate privileges.					
7. The system is capable of sending email notification and informational alerts to a number of groups/organizations.					
8. End users can connect to ALPR cameras via a web browser interface from a remote workstation.					
9. Provides a browser based interface for the system operators.					

10. The system will provide for the addition of “event notes” to captured VLP recognition data screens as well as the entry of messages to “hit” data screens. These “notes” and “messages” would be sent to first responders by the operator and would be generally brief.		
11. The “hit screen” will contain the plate patch, VLP interpretation, color overview of vehicle image, time of capture, database source identification, and other pertinent details from the database.		
12. The System will automatically trigger an audible and visual alarm (that is user configurable) on the “hit screen” when a match is made against a database. The system will simultaneously provide the operator with a report from the database relating to the VLP match.		

5. Training and Tech Support (maximum 75 pts.)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
1. WSP Fleet techs need training to install new units/wiring and/or replace existing units/wiring for repair.	✓	✓	✓	✓	
2. Back Office training is available to the ALPR system administrator(s) and help desk technicians.					
3. End users have access to an online training manual,					

4. End users have 24/7 access to vendor for real time tech support (beyond internal tech support), to help resolve issues as quickly as possible (at no additional cost).			
5. An efficient, timely, and documented warranty and/or repair process. Please provide documentation.			
6. Ability to purchase ALPR equipment parts (end to end) to retain in WSP inventory.			

6. Auditing and Reporting (maximum 50 pts)					
Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
1. Set granular auditing capability to see who has done what in the system and when.	✓	✓	✓	✓	
2. The correction of any plate will be included in an audit trail and the corrected plate will be sent to the database for matching.					
3. The system shall provide an audit trail capable of being presented as evidence including, at a minimum the following: log on/log off data, database upload information, and VLP 'hits' generated.					
4. The system provides "canned" reports that can be generated from the data collected as well as providing the ability for WSP to develop reports from the data stored in a MS SQL Server database.					

Appendix D

Technical Requirements (MANDATORY/NOT SCORED)

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Compl y	Don't Compl y	Comments
1. Operating System (General): Supports editions of Microsoft Windows within their mainstream support and service pack support periods.			
2. Operating System (General): Compatible with Windows User Account Control (UAC) technologies does not require modification of default UAC security levels.			
3. Operating System (Server): Support for Windows Server 2012 R2 or later.			
4. Operating System (Client): Support for Windows 7 SP1 (64-bit) or later is required.			
5. Security: Compatible with Windows BitLocker Drive Encryption technologies.			

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Compl y	Don't Compl y	Comments
6. Web Browser: Internet Explorer 11 or later.			
7. Firewall/Antimalware: Compatible with Microsoft System Center Endpoint Protection.			
8. Virtualization: Fully supports virtualization on Microsoft Hyper-V technologies (2012 R2 or later).			
9. Security: Product demonstrates implementation of the principle of least privilege. Applications are able to access only the information and resources that are necessary for their legitimate purposes. Excessive credential requirements such as necessitating Enterprise Admin/Domain Admin privileges (or similar requests) are not permitted.			
10. Security: Vendor demonstrates knowledge of and action to security threats faced by modern enterprise IT.			

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Compl y	Don't Compl y	Comments
11. High-availability: Where server and application fault-tolerance apply, Microsoft Windows Failover Clustering and its associated back-end infrastructure must be supported. This includes (but is not limited to) fibre-channel attached shared storage, Cluster Shared Volumes (CSV), live migration, and performance resource optimization (PRO).			
12. Management: Manageable by standard Windows technologies such as Terminal Services, Remote Desktop, Remote Assistance, and System Center Configuration Manager (SCCM) Remote Tools.			
13. Management: Vendor provides a turnkey comprehensive Management Pack for use within System Center Operations Manager 2012 R2 or later.			

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Compl y	Don't Compl y	Comments
14. Management: Includes a comprehensive suite of tools to facilitate centralized management, troubleshooting, and auditing. This includes (but is not limited to) a central management console, Active Directory Group Policy ADM/ADMX templates, server/client health reporting, and preferably SCCM Desired Configuration Management (DCM) packs.			
15. Database: Microsoft SQL Server 2014 or later.			
16. Database: Uses Microsoft SQL Server application components such as Integration Services and Reporting Services if such functionality is necessary.			
17. Database: Database authentication via Windows Authentication. SQL authentication is not permitted.			
18. Database: Requires no client-side database engine instance such as SQL Express or similar.			

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Compl y	Don't Compl y	Comments
19. Code Base: Based on a Win32-native or Microsoft .NET Framework 4.5 or later managed code base.			
20. Code Base: Leverages no deprecated Win16\Win32/MFC/.NET library or assembly functionality.			
21. Code Base: No client-side components may depend on or require in any way the Java Runtime Environment (JRE).			
22. Web Server: Requires no Java-based server technologies such as IBM WebSphere, Apache Web Server, Apache Tomcat.			
23. Web Server: Microsoft IIS 8.5 or later.			
24. Firewall/Antimalware: Compatible with Microsoft Windows Firewall technologies.			
25. Reverse Proxy Access: Compatible with Microsoft Forefront Threat Management Gateway/F5/Kemp or similar.			

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Compl y	Don't Compl y	Comments
26. Messaging: If messaging functionality is required, must support use of either the Microsoft Outlook 2010 (or later) API and/or fully support Microsoft Exchange 2013 or later web services.			
27. Authentication (Users): Product must use Microsoft Active Directory Domain Services as the primary means of user authentication and user information lookup. An internal/proprietary user database may be available but must not be required, unless otherwise specified by WSP Information Technology Division (ITD).			
28. Authentication (Users): Must support and use integrated Windows authentication to Microsoft Active Directory Domain Services. The Windows credential currently logged on should be automatically detected and used for subsequent user authentications unless otherwise specified.			

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Compl y	Don't Compl y	Comments
29. Authentication (Computers): If computer authentication is required, must support and use Microsoft Active Directory Domain Services to validate current host against a published domain computer account.			
30. Authentication (Multi-factor): Must not interfere with the use of multi-factor authentication technologies such as smart cards, key fobs, etc. built into the Windows operating system.			
31. Authentication (SSO): Any single sign-on technologies used must be fully compatible with and use Microsoft Active Directory Domain Services.			
32. Active Directory: Requires no modifications to Active Directory schema.			

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Compl y	Don't Compl y	Comments
33. Logging: Uses Windows Event Viewer technologies for logging. Must use unique event IDs and event source names so to facilitate effective filtering, triggering, audit, and capture.			
34. Deployment (Client): Fully implements a silent installation option and supports the use of System Center Configuration Manager for deployment.			
35. Deployment: Uses an industry standard Microsoft-certified installer such as Windows Installer, InstallShield, etc.			
36. Network: Must not use Windows Internet Naming Service (WINS) name resolution technologies, DNS only.			
37. Network: Must not use the Windows Computer Browser service.			

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Compl y	Don't Compl y	Comments
38. Currency: Vendor demonstrates adherence to a well-documented software development lifecycle open to inspection and has a verifiable history of maintaining technical currency. This includes operating systems, development frameworks, deployment, patching, security, and virtualization technologies, and general enterprise IT industry trends.			

APPENDIX E

OFFER, CERTIFICATIONS, AND ASSURANCES

I/we have read and understand all information contained within this entire bid package.

I/we make the following certifications and assurances as a required element of the proposal to which it is attached, understanding that the truthfulness of the facts affirmed here/ declare that all answers and statements made in the proposal are true and correct and the continuing compliance with these requirements are conditions precedent to the award or continuation of the related contract(s).

The prices and/or cost data/bid submittal information has been determined independently, without consultation, communication, or agreement with others for the purpose of restricting competition. However, I/we may freely join with other persons or organizations for the purpose of presenting a single bid. No attempt has been made or will be made by the Bidder/Proposer to induce any other person or firm to submit or not to submit a proposal for the purpose of restricting competition.

Unless otherwise required by law, the prices and/or cost data which have been submitted have not been knowingly disclosed by the Bidder and will not knowingly be disclosed by him/her prior to opening, directly or indirectly to any other bidder or to any competitor.

In preparing this proposal, I/we have not been assisted by any current or former employee of the state of Washington whose duties relate (or did relate) to this proposal or prospective contract, and who was assisting in other than his or her official, public capacity. Any exceptions to these assurances are described in full detail on a separate page and attached to this document.

The attached proposal is a firm offer for a period of 60 days following receipt, and it may be accepted by WSP without further negotiation (except where obviously required by lack of certainty in key terms) at any time within the 60-day period.

I/we further offer to furnish materials, equipment or services in compliance with all terms, conditions, and specifications herein including all amendments.

I/we understand that WSP will not reimburse me/us for any costs incurred in the preparation of this proposal. All proposals become the property of WSP, and I/we claim no proprietary right to the ideas, writings, items, or samples, unless so stated in this proposal.

I/we agree that submission of the attached proposal with an authorized signature constitutes complete understanding and compliance of this Request For Qualifications and Quotations solicitation contents and all incorporated and attached Appendixs, schedules, and amendments including the sample contract and general terms and conditions and certifies that all necessary facilities or personnel are available and established at the time of bid submittal. If there are any exceptions to these terms, I/we have described those exceptions in detail on a page attached to this document.

(Typed or Printed Name)

Vendor's Signature

(Title)

(Date)

APPENDIX F

VENDOR'S PROFILE

COMPANY INFORMATION. Complete the information below, which will be used for contract administration:

Legal Company Name

DBA

Legal Status

Year Company Established

Company Contact Name

Email

Phone

Washington State Tax ID Number

Universal Business Identifier Number

Company Website URL if available

Company Address

City State Zip

Mailing Address (if different)

City State Zip

Billing Contact Name

Statewide Vendor Number

Billing Address (if different)

City State Zip

ATTACH the following:

- Organizational chart
- List of principal officers including Name, Title, Address, and Telephone number

RECIPROCITY

Firms bidding from California only: Is your firm currently certified as a small business under California Code, Title 2, Section 1896.12? Yes No

APPENDIX G**BUSINESS REFERENCE FORM**

Reference 1	
Company Name	
Company Address	
Contact Person's Name and Title	
Phone Number (Best # to reach them)	
Time period you provided services	
Brief description of the services:	

Reference 2	
Company Name	
Company Address	
Contact Person's Name & Title	
Phone Number (Best # to reach them)	
Time period you provided services	
Brief description of services:	

Reference 3	
Company Name	
Company Address	
Contact Person's Name & Title	
Phone Number (Best # to reach them)	
Time period you provided services	
Brief description of services:	



Contractor Waiver and Authorization to Release Information

I authorize the recipient of this document to furnish the Washington State Patrol (WSP) with any and all information needed to determine whether I may be granted access to facilities or technologies of the WSP: my work records; my military service records; and any criminal history information. Information of a confidential or privileged nature shall also be included in this request. Your reply will be used to assist the Washington State Patrol in determining my qualifications for access to facilities or technologies of the WSP. I understand my rights under Title 5, United States Code, Section 552a, the Privacy Act of 1974, and waive these rights with the understanding that the information furnished will be used only for determining my prospective access to facilities or technologies of the WSP.

To be completed by the applicant:

For and in consideration of being considered to have access to facilities or technologies of the WSP, I _____, agree to indemnify and hold harmless the agency and/or person to whom this document has been presented; for myself, my heirs, assigns, or other successors in interest and do hereby release and forever discharge the State of Washington, the WSP, its officers, agents, employees, agencies, and departments from any and all liability for all existing and future claims, damages, and causes of action of any nature whatsoever which I may have or which may inure to me as a result of the acts or omissions of WSP based upon this process and the information requested. I understand that should information of a serious nature arise during the process of determining my qualifications for access to facilities or technologies of the WSP, such information may be turned over to the proper authorities. I also understand that because of confidentiality, security, and the integrity of the WSP process, I will not be provided any information obtained during this process, including the reasons for denial of access, should the process result in such denial.

Print Name (First, Middle, Last)

Other names you have been known by, including prior marriage or nickname

Address	City	State	Zip Code
---------	------	-------	----------

Social Security Number	Date of Birth
------------------------	---------------

Signature	Date
-----------	------

**A photocopy of this information shall be as valid as the original. This form is valid for the period that access is granted to facilities or technologies of the Washington State Patrol.*

APPENDIX I

SAMPLE CONTRACT

WASHINGTON STATE PATROL INFORMATION TECHNOLOGY CONTRACT		WSP Contract No. Other Contract No.
This Contract is between the State of Washington, Washington State Patrol and the Contractor identified below, and is governed by chapter 39.26 RCW.		
CONTRACTOR NAME		Contractor Doing Business As (DBA)
Contractor Address		Statewide Vendor Registration Number SWV00 _____
Contact Name		Contact Telephone
Contact Email		
WSP Contact Information		
WSP Project Manager Name and Title		WSP Project Manager Address
Telephone		E-mail Address
WSP Administrative Contact Name and Title		WSP Administrative Contact Address PO Box 42602 Olympia WA 98504-2602
Telephone		E-mail Address
Contract Start Date	Contract End Date	Maximum Contract Amount
ATTACHMENTS. When the boxes below are marked with an X, the following Appendixes are attached to and incorporated into this Contract by reference:		
<input checked="" type="checkbox"/> Appendix A, Statement of Work. <input checked="" type="checkbox"/> Appendix B, General Terms and Conditions <input checked="" type="checkbox"/> Appendix C, Contractor Instruction Sheet for Fingerprint Background Checks and Contractor Waiver and Authorization to Release Information (<i>delete if not needed</i>) <input checked="" type="checkbox"/> Appendix D, RFQQ No. KXXXX, dated XXXXX <input checked="" type="checkbox"/> Appendix E, Contractor's Proposal, dated XXXXX <input checked="" type="checkbox"/> Additional Appendixes (<i>needs to be specified</i>)		
This Contract, including the attached Terms and Conditions and any other documents incorporated by reference, contains all of the terms and conditions agreed upon by the parties. No other understandings or representations, oral or otherwise, regarding the subject matter of this Contract shall be deemed to exist or bind the parties. The parties signing below warrant that they have read and understand this Contract and have the authority to enter into this Contract.		
FOR THE WASHINGTON STATE PATROL:		FOR THE CONTRACTOR:
WSP Signature		Date
Printed Name and Title John R. Batiste, Chief		Printed Name and Title

APPROVED AS TO FORM BY THE OFFICE OF THE ATTORNEY GENERAL 10/16/2014

Appendix A for Sample Contract

STATEMENT OF WORK

Use separate attachment for this if need multiple pages

XX

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Appendix B for Sample Contract

GENERAL TERMS AND CONDITIONS

1. Definitions.

"Contract" means this Professional Service Contract, including all documents attached or incorporated by reference.

"Contractor" means the entity performing services to this Contract and includes the Contractor's owners, members, officers, director, partners, employees and/or agents unless otherwise stated in this Contract. For purposes of any permitted Subcontract, "Contractor" includes any Subcontractor and its owners, members, officers, director, partners, employees and/or agents.

"General Terms and Conditions" means this Appendix B.

"Statement of Work" means the Special Terms and Conditions of this Contract, which is attached hereto and incorporated herein as Appendix A.

"Subcontract" means a separate contract between the Contractor and an individual or entity ("Subcontractor") to perform all or a portion of the duties and obligations that the Contractor is obligated to perform pursuant to this Contract.

"RCW" means the Revised Code of Washington. All references in the Contract to RCW chapters or sections shall include any successor, amended or replacement statutes.

"USC" means United States Code. All references in the Contract to USC chapters or sections shall include any successor, amended or replacement statutes.

"WSP" means the State of Washington, Washington State Patrol, and its officers, directors, trustees, employees and/or agents.

- 2. Payment.** WSP shall reimburse the Contractor an amount not to exceed the Maximum Contract Amount specified on the Face Sheet of this Contract.
- 3. Billing Procedure.** WSP shall reimburse the Contractor according to Appendix A, Statement of Work, for work performed to the satisfaction of the WSP Project Manager. Compensation for services rendered shall be payable upon receipt of properly completed invoices, which shall be submitted not more often than monthly to the WSP Project Manager. The invoices shall describe and document to WSP's satisfaction a description of the work performed, activities accomplished, the progress of the project, fees and expenses, WSP's contract number, and the Contractor's Statewide Vendor registration number. The Contractor shall submit the final invoice not later than 60 calendar days from the Contract End Date.
- 4. Advance Payments Prohibited.** WSP shall not make any payments in advance or anticipation of the delivery of goods or services provided by the Contractor pursuant to this Contract.
- 5. Assignment.** The work to be provided under this Contract, and any claim arising thereunder, is not assignable or delegable by the Contractor in whole or in part, without the express written consent of WSP.

- 6. Attorneys' Fees and Costs.** If any litigation is brought to enforce any term, clause, provision or section of this Contract or as a result of this Contract in any way, the prevailing party shall be awarded its reasonable attorney's fees together with expenses and costs incurred with such litigation, including necessary fees, costs and expenses for services rendered at both trial and appellate levels as well as subsequent to judgment in obtaining execution thereof. In the event that parties to this Contract engage in arbitration, mediation or any other alternative dispute resolution forum to resolve a dispute in lieu of litigation, both parties shall share equally in the cost of the alternative dispute resolution, including the cost of mediation or arbitration services. Each party shall be responsible for their own attorney's fees incurred as a result of the alternative dispute resolution method.
- 7. Compliance with Civil Rights Laws.** During the period of performance for this Contract, the Contractor shall comply with all federal and state nondiscrimination laws.
- 8. Confidentiality.** The Contractor shall not use or disclose any information concerning WSP, or information that may be classified as confidential, to any third party without the written permission of WSP. The Contractor shall destroy or return all such information to the WSP Program Manager at the end of this Contract.
- 9. Contract Execution and Amendments.** This Contract shall be binding on WSP only upon signature by the Chief of WSP or designee. WSP and the Contractor may mutually amend this Contract. Such amendments shall not be binding unless they are in writing and signed by personnel authorized to bind WSP and the Contractor.
- 10. Contractor Certification Regarding Ethics.** The Contractor certifies that the Contractor is in compliance with Chapter 42.52 RCW, Ethics in Public Service, and will comply with Chapter 42.52 RCW throughout the term of the Contract.
- 11. Debarment Certification.** The Contractor, by signature to this Contract, certifies that the Contractor is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal department or agency from participating in transactions(Debarred). The Contractor also agrees to include the above requirements in any and all Subcontracts into which it enters. The Contractor shall immediately notify WSP if, during the term of this Contract, Contractor becomes Debarred. WSP may immediately terminate this Contract by providing Contractor written notice if Contractor becomes Debarred during the term hereof.
- 12. Disputes.**
 - a) In the event a bona fide dispute concerning a question of fact arises between Purchaser and Vendor and it cannot be resolved between the parties, either party may initiate the dispute resolution procedure provided herein.
 - b) The initiating party shall reduce its description of the dispute to writing and deliver it to the responding party. The responding party shall respond in writing within three (3) Business Days. The initiating party shall have three (3) Business Days to review the response. If after this review resolution cannot be reached, both parties shall have three (3) Business Days to negotiate in good faith to resolve the dispute.
 - If the dispute cannot be resolved after three (3) Business Days, a Dispute Resolution Panel may be requested in writing by either party who shall also identify the first panel member. Within three (3) Business Days of receipt of the request, the other party will designate a panel member.

Those two panel members will appoint a third individual to the dispute resolution panel within the next three (3) Business Days.

- The Dispute Resolution Panel will review the written descriptions of the dispute, gather additional information as needed, and render a decision on the dispute in the shortest practical time.
- Each party shall bear the cost for its panel member and share equally the cost of the third panel member.

- c) Both parties agree to be bound by the determination of the Dispute Resolution Panel.
- d) Both parties agree to exercise good faith in dispute resolution and to settle disputes prior to using a Dispute Resolution Panel whenever possible.
- e) Purchaser and Vendor agree that, the existence of a dispute notwithstanding, they will continue without delay to carry out all their respective responsibilities under this Contract that are not affected by the dispute.
- f) If the subject of the dispute is the amount due and payable by Purchaser for Services being provided by Vendor, Vendor shall continue providing Services pending resolution of the dispute provided Purchaser pays Vendor the amount Purchaser, in good faith, believes is due and payable, and places in escrow the difference between such amount and the amount Vendor, in good faith, believes is due and payable.

13. **Filing Requirement.** This Contract may be required to be filed with the Office of Financial Management (OFM). No contract required to be so filed is effective and no work shall be commenced nor payment made until ten (10) business days following the date of filing, and if required, until approved by OFM. In the event OFM fails to approve the Contract, the Contract shall be null and void.
14. **Governing Law.** This Contract shall be governed in all respects by the laws of the State of Washington. The jurisdiction for any action hereunder shall be the Superior Court for the State of Washington. The venue of any action hereunder shall be in the Superior Court for Thurston County, State of Washington.
15. **Indemnification.** The Contractor shall indemnify, defend and hold harmless WSP from and against all claims arising out of or resulting from the performance of this Contract. The Contractor expressly agrees to indemnify, defend and hold harmless WSP for any claim arising out of or incident to the Contractor's performance or failure to perform this Contract. The Contractor shall be required to indemnify, defend and hold WSP harmless to the extent claim is caused in whole or in part by negligent acts or omissions of the Contractor.
16. **Independent Capacity.** The Contractor acknowledges that the Contractor is an independent contractor, and not an officer, employee or agent of WSP or the State of Washington. The Contractor shall not hold itself out as, nor claim status as, an officer, employee or agent of WSP or the State of Washington. The Contractor shall indemnify and hold WSP harmless from all obligations to pay or withhold federal or state taxes or contributions on behalf of the Contractor or the Contractor's employees unless otherwise specified in this Contract.
17. **Industrial Insurance Coverage.** Prior to performing work under this Contract, the Contractor shall provide or purchase industrial insurance coverage for its employees, as may be required of an "employer" as defined in Title 51 RCW, and shall maintain full compliance with Title 51 RCW during the period of performance for this Contract. WSP shall not be responsible for payment of industrial insurance premiums or for any other claim or benefit for the Contractor, or any subcontractor or employee of the Contractor,

which might arise under the industrial insurance laws during the performance of duties and services under this Agreement.

18. Insurance. During the term of any Contract resulting from the RFQQ, the Contractor shall maintain in full force and effect, the insurance described in this section. The Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in the state of Washington and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. In the event of cancellation, non-renewal, revocation or other termination of any insurance coverage required by the Contract, the Contractor shall provide written notice of such to WSP within one (1) Business Day of the Contractor's receipt of such notice. Failure to buy and maintain the required insurance may, at WSP's sole option, result in the Contract's termination.

Minimum Requirements. The minimum acceptable limits shall be as indicated below, with no deductible for each of the following categories:

- Commercial General Liability covering the risks of bodily injury (including death), property damage and personal injury, including coverage for contractual liability, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;
- Business Automobile Liability (owned, hired, or non-owned) covering the risks of bodily injury (including death) and property damage, including coverage for contractual liability, with a limit of not less than \$1 million per accident; and
- Employers Liability insurance covering the risks of the Contractor's employees' bodily injury by accident or disease with limits of not less than \$1 million per accident for bodily injury by accident and \$1 million per employee for bodily injury by disease.

Requirements for Proof of Insurance. The Contractor shall pay premiums on all insurance policies. Such insurance policies shall name WSP as an additional insured on all general liability and automobile liability policies. Such policies shall also reference the WSP Contract number and shall have a condition that they not be revoked by the insurer until forty-five (45) calendar days after notice of intended revocation thereof shall have been given to WSP by the insurer.

All insurance provided by the Contractor shall be primary as to any other insurance or self-insurance programs afforded to or maintained by the State and shall include a severability of interests (cross-liability) provision.

The Contractor shall include all Subcontractors as insured under all required insurance policies, or shall furnish separate certificates of insurance and endorsements for each Subcontractor. Subcontractor(s) shall comply fully with all insurance requirements stated herein. Failure of Subcontractor(s) to comply with insurance requirements does not limit the Contractor's liability or responsibility.

The Contractor shall furnish to WSP copies of certificates of all required insurance within thirty (30) calendar days of the Contract's Effective Date, and copies of renewal certificates of all required insurance within thirty (30) days after the renewal date. These certificates of insurance must expressly indicate compliance with each and every insurance requirement specified in this section. Failure to provide evidence of coverage may, at WSP's sole option result in the Contract's termination.

By requiring insurance herein, WSP does not represent that coverage and limits will be adequate to protect the Contractor. Such coverage and limits shall not limit the Contractor's liability under the indemnities and reimbursements granted to the Contractor in the Contract.

19. Inspection; Maintenance of Records. During the term of this Contract and for one year following termination or expiration of this Contract, the Contractor shall give reasonable access to the Contractor's place of business and records to WSP and any other employee or agent of the State of Washington or the United States of America for the purpose of inspecting the Contractor's place of business and its records, and monitoring, auditing and evaluating the Contractor's performance and compliance with applicable laws, regulations, rules and this Contract.

During the term of this Contract and for six years following termination or expiration of this Contract, the Contractor shall maintain records sufficient to document (i) performance of all acts required by statute, regulation, rule, or this Contract; (ii) substantiate the Contractor's statement of its organization's structure, tax status, capabilities and performance; and (iii) demonstrate accounting procedures, practices and records that sufficiently and properly document the Contractor's invoices to WSP and all expenditures made by the Contractor to perform as required by this Contract.

20. Order of Precedence. In the event of any inconsistency in the terms of this Contract, or between its terms and any applicable statute or rule the inconsistency shall be resolved by giving precedence in the following order to:

Applicable federal and state law, regulations and rules
Appendix A, Statement of Work
Appendix B, Terms and Conditions
WSP RFQQ # ALPR2016;
Any other provision of this Contract, and
Any document incorporated by reference

21. Overpayments to Vendors. Upon notice of an erroneous payment or overpayment to which the Contractor is not entitled pursuant to this Contract, the Contractor shall promptly refund to WSP the full amount of any such payment or overpayment.

22. Personnel. WSP employees performing work under the terms of this Contract (if any) shall be under the direct command and control of the Chief of WSP or designee, and shall perform duties required under this Contract in a manner consistent with WSP policy and regulations, and applicable federal, state and local laws. The assignment of WSP personnel under this Contract shall be at the discretion of the Chief of WSP or designee.

23. Rights in Data. Unless otherwise provided, data that originates from this Contract shall be "works for hire" as defined by the U.S. Copyright Act of 1976 and shall be owned by WSP. Data shall include, but not be limited to, reports, documents, pamphlets, advertisements, books, magazines, surveys, studies, computer programs, films, tapes, and/or sound reproductions. Ownership includes the right to copyrights, patent, register, and the ability to transfer these rights.

Material delivered by the Contractor under the terms of this Contract, but which does not originate therefrom, shall be transferred with a nonexclusive, royalty-free irrevocable license to publish, translate, reproduce, deliver, performs, dispose of, and to authorize others to do so, provided that such a license shall be limited to the extent which the

Contractor has a right to grant such a license. The Contractor shall exert all reasonable efforts to advise WSP at the time of material delivery of all known or potential invasions of privacy contained therein and of any portion of such material which was not produced in performance of this Contract. WSP shall receive prompt written notice of each notice or claim of copyright infringement received by the Contractor with respect to any material delivered under this Contract. WSP shall have the right to modify or remove any restrictive markings placed upon the data by the Contractor.

24. **Savings.** In the event that funds WSP relied upon to establish this Contract are withdrawn, reduced or limited, or if additional or modified conditions are placed on such funding, WSP may immediately terminate this Contract by providing written notice to the Contractor. This termination shall be effective on the date specified in the notice of termination.
25. **Severability.** If any provision of this Contract or any provision of any document incorporated by reference shall be held invalid, such invalidity shall not affect the other provisions of this Contract which can be given effect without the invalid provision, if such remainder conforms to the requirements of applicable law and the fundamental purpose of this Contract, and to this end the provisions of this Contract are declared to be severable.
26. **Site Security.** While on WSP's premises, the Contractor shall conform in all respects with physical, fire or other security regulations communicated to the Contractor by WSP.
27. **Statewide Payee Registration.** The Contractor is required to be registered as a Statewide Payee prior to submitting a request for payment under this Agreement. The Washington State Department of Enterprise Services (DES) maintains the Statewide Payee Registration System; to obtain registration materials go to:
<http://www.des.wa.gov/services/ContractingPurchasing/Business/VendorPay/Pages/default.aspx>.
28. **Subcontracting.** Except as otherwise provided in this Contract, the Contractor may subcontract for any of the services provided under this Contract with the prior, written approval of WSP. The Contractor shall be responsible for the acts and omissions of any subcontractor.
29. **Survivorship of Provisions.** Any terms, conditions and warranties contained in this Contract that by their sense and context are intended to survive performance by the parties to this Contract shall so survive the completion of the period of performance or termination of this Contract.
30. **Taxes.** WSP shall pay sales and use taxes imposed on services provided by the Contractor under this Contract if required by state law. The Contractor shall pay all other taxes, including, but not limited to, Washington State Business and Occupation Tax, taxes based on the Contractor's income, or personal property taxes levied or assessed on the Contractor's personal property to which WSP does not own title.
31. **Termination for Convenience.** Except as otherwise provided in this Contract, either party may terminate this Contract upon thirty (30) calendar days written notification. If this Contract is so terminated, the terminating party shall be liable only for performance in accordance with the terms of this Contract for performance rendered prior to the effective date of termination.

32. Termination for Default. WSP may terminate the Contract for default, in whole or in part, if WSP has a reasonable basis to believe that the Contractor failed to perform under any provision of this Contract; violated any applicable law, regulation, rule or ordinance; or otherwise breached any provision or condition of this Contract.

WSP shall notify the Contractor in writing of the need to take corrective action. If corrective action is not taken within five (5) calendar days, the Contract may be terminated. WSP reserves the right to suspend all or part of the Contract, withhold further payments, or prohibit the Contractor from incurring additional obligations of funds during investigation of the alleged breach and pending corrective action by the Contractor or a decision by WSP to terminate the Contract.

In the event of termination for default, the Contractor shall be liable for damages as authorized by law including, but not limited to, any cost difference between the original contract and the replacement or cover contract, and all administrative costs directly related to procuring the replacement contract. If it is determined that the Contractor was not in default the termination shall be deemed a termination for convenience. The rights and remedies of WSP provided under this Contract are not exclusive and are in addition to any other rights and remedies provided by law.

33. Termination Procedure. The following provisions shall survive and be binding on the parties to this Contract in the event this Contract is terminated.

- a. The Contractor shall stop work under this Contract on the date specified in the notice of termination, and shall comply with all instructions contained in the notice of termination.
- b. The Contractor shall deliver to the WSP Project Manager identified on the Face Sheet of this Contract, all WSP property in the Contractor's possession and any WSP property produced under this Contract. The Contractor grants WSP the right to enter upon the Contractor's premises for the sole purpose of recovering any WSP property that the Contractor fails to return within ten (10) calendar days of termination of the Contract. Upon failure to return WSP property within ten (10) calendar days of the Contract termination, the Contractor shall be charged with all reasonable costs of recovery, including transportation and attorney's fees. The Contractor shall protect and preserve any property of WSP that is in the possession of the Contractor pending return to WSP. The Contractor shall provide written certification to WSP that the Contractor has returned all WSP property in the Contractor's possession.
- c. WSP may direct assignment of the Contractor's rights to and interest in any subcontract or orders placed to WSP. WSP may terminate any subcontract or orders, and settle or pay any or all claims arising out of the termination of such orders and subcontracts.
- d. WSP shall be liable for and shall pay for only those services authorized and provided through the date of termination. WSP may pay an amount agreed to by the parties for partially completed work and services, if work products are useful to WSP.
- e. In the event of termination for default, WSP may withhold a sum from the final payment to the Contractor that WSP determines necessary to protect WSP against loss or additional liability.

34. Treatment of Assets. Title to all property furnished by WSP to the Contractor under the terms of this Contract shall remain with WSP. Any property furnished by WSP to the Contractor under the terms of this Contract shall be used only for the performance of this

Contract. The Contractor shall be responsible for any loss or damage of property provided to the Contractor by WSP resulting from the failure on the part of the Contractor to maintain and administer that property in accordance with sound management practices. Upon the discovery of loss or damage of WSP property, the Contractor shall notify WSP and take all reasonable steps to prevent any further loss or damage. Upon the termination or completion of this Contract, the Contractor shall surrender all WSP property to the WSP Project Manager indicated on the Face Sheet of this Contract.

35. **Waiver.** A failure by WSP to exercise its rights under this Contract shall not preclude WSP from subsequent exercise of such rights and shall not constitute a waiver of any other rights under this Contract unless stated to be such in writing and signed by an authorized representative of WSP and attached to the original Contract.
36. **Background Checks and Security Awareness Training.** WSP shall complete a criminal history background checks on any proposed Contractor team member who will have unaccompanied access to WSP facilities, electronic equipment, computers, data bases, or other sensitive or restricted information. Before any work is started, Contractor team members must pass a criminal history background check. Contractor must complete Fingerprint Background Checks forms and submit a Waiver and Authorization to Release Information form (Appendix C) for all Contractor team member(s) proposed for work under this contract. Contractor team members who have access to criminal justice information, computer networks, or computer terminals that access criminal justice information must complete security awareness training once every two (2) years. Contractor will verify with WSP Project Manager that contract team members are added to the WSP database for approved background checks and fingerprinting requirements and, if needed, completed security awareness training.

**Contractor Instruction Sheet for
Fingerprint Background Checks**



Please enter the following information on the fingerprint card:

1. Enter your name (including other names used), complete mailing address, Social Security number (optional), citizenship, date of birth, and personal information (sex, race, etc.). The spaces for OCA, FBI, and MNU numbers may be left blank.
2. Enter the name of your employer AND the name of the WSP division/district that will be receiving your services in the EMPLOYER section. Enter the address of the WSP division/district receiving your services in the ADDRESS section.
3. If not previously stamped on the fingerprint card, insert Contract Employee in the REASON FINGERPRINTED section. You must use this exact wording. Also, please make sure WAWSP0035 is imprinted or written in the ORI Section.

IF WSP IS FINGERPRINTING YOU:

1. Take the fingerprint card and the Contractor Qualification form (Page 2 of these instructions) to the WSP Identification and Criminal History Section located at 3000 Pacific Avenue, Suite 202, 2nd level, Olympia WA 98501. There will be no charge for the fingerprinting service at the WSP Identification and Criminal History Section. Bring one form of picture identification to the WSP when they take your fingerprints.
2. The fee for the state and FBI background check is \$52.75. Make all checks payable to the Washington State Patrol.

IF ANOTHER AGENCY IS FINGERPRINTING YOU:

1. Take the fingerprint card and the Contractor Qualification form to a law enforcement agency that offers fingerprinting services. Other law enforcement agencies may charge a fee for this service (usually between \$5 to \$20). Bring one form of picture identification with you to the agency taking your fingerprints.
2. Provide the agency with an envelope (minimum size 9" x 12") with adequate postage for mailing the fingerprint card, the Contractor Qualification form, and your check for \$52.75 made out to the Washington State Patrol; and have them send these documents to the Washington State Patrol, Identification and Criminal History Section, PO Box 42633, Olympia WA 98504-2633.

If you have any questions, contact the Identification Section at (360) 534-2000.

APPENDIX H

Contractor Waiver and Authorization to Release Information



I authorize the recipient of this document to furnish the Washington State Patrol (WSP) with any and all information needed to determine whether I may be granted access to facilities or technologies of the WSP: my work records; my military service records; and any criminal history information. Information of a confidential or privileged nature shall also be included in this request. Your reply will be used to assist the Washington State Patrol in determining my qualifications for access to facilities or technologies of the WSP. I understand my rights under Title 5, United States Code, Section 552a, the Privacy Act of 1974, and waive these rights with the understanding that the information furnished will be used only for determining my prospective access to facilities or technologies of the WSP.

To be completed by the applicant:

For and in consideration of being considered to have access to facilities or technologies of the WSP, I Timothy Clinton Coffin, agree to indemnify and hold harmless the agency and/or person to whom this document has been presented; for myself, my heirs, assigns, or other successors in interest and do hereby release and forever discharge the State of Washington, the WSP, its officers, agents, employees, agencies, and departments from any and all liability for all existing and future claims, damages, and causes of action of any nature whatsoever which I may have or which may inure to me as a result of the acts or omissions of WSP based upon this process and the information requested. I understand that should information of a serious nature arise during the process of determining my qualifications for access to facilities or technologies of the WSP, such information may be turned over to the proper authorities. I also understand that because of confidentiality, security, and the integrity of the WSP process, I will not be provided any information obtained during this process, including the reasons for denial of access, should the process result in such denial.

Timothy Clinton Coffin

Print Name (First, Middle, Last)

Tim

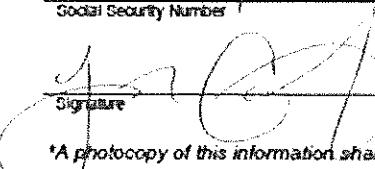
Other names you have been known by, including prior marriage or nickname

349 Knightline Dr. Oakerville No. 31261
Address City State Zip Code

will be provided if awarded

Social Security Number

Date of Birth


Signature

11-16-14
Date

*A photocopy of this information shall be as valid as the original. This form is valid for the period that access is granted to facilities or technologies of the Washington State Patrol.



STATE OF WASHINGTON
Washington State Patrol

AMENDMENT 1
to
REQUEST FOR QUALIFICATIONS AND QUOTATIONS
NO: WSP-RFQQ-ALPR2016

October 28, 2016

Project Title: **Automated License Plate Recognition Project**

The following is an amendment to Request For Qualifications and Quotations No. WSP-RFQQ-ALPR2016. All other terms and conditions of the Request For Qualifications and Quotations (RFQQ) that have not been revised by this amendment remain in full force and effect.

A. Vendor Questions and Answers. Per Section 2.2, **Vendor's Questions and Answers** of the RFQQ, below are questions posed by potential vendors responding to this RFQQ, and the Washington State Patrol's responses to those questions.

1. Question: What brand/manufacture of LPR is WSP currently using?

Answer: 3M, ELSAG, Genetec

2. Question: Are you wanting to take all the current LPR reads and data and have it go to one location to search from?

Answer: Yes.

3. Question: In Appendix C - Section 3 - Question 9 on Page 29, can the WSP describe the PMDC system and clarify the integration they are seeking?

Answer: The integration would be the ability for a scanned vehicle license plate that gets a hit from a hotlist would be able to be able to be run against PMDC.

4. Question: In Appendix C - Section 4 – Question 8 on Page 31, can the WSP describe and clarify the purpose of connecting to ALPR cameras

via a web browser interface from a remote workstation? Does this requirement apply to Fixed LPR, Mobile LPR or both?

Answer: The purpose is for tactical operation during an incident within view of the LPR camera. Both.

5. **Question:** How does the WSP prefer Vendors to disseminate pricing between Fixed LPR systems and Mobile LPR systems in the Cost Matrix?

Answer: Please submit two Cost Matrixes and title one "Mobile" and the other "Fixed".

6. **Question:** Will the WSP handle the installation of both Fixed LPR systems and Mobile LPR systems?

Answer: The WSP will only handle the installation of Mobile LPR systems.

7. **Question:** Section 3 – Back Office & System Administration, Requirement 15 – The database shall be able to integrate with other vendor ALPR systems to increase our hotlist footprint. What other vendor ALPR systems are to be integrated?

Answer: 3M, ELSAG, Genetec

8. **Question:** Attachment A – Cost/Pricing, Form for response – Was Attachment A provided in a separate document than the RFP? If so, could you provide direction to it's location?

Answer: The "Attachment A" is available and included in the WEBS posting for this solicitation/RFQQ.

9. **Question:** Reference Pg. 13 of 29, Item 4.7.4.3 – "Installation Services"

This section requires that installation services be estimated in hours and dollars. However, there is no accurate way to do this without knowing installation parameters pertaining to what type of vehicle the mobile system is being installed into and where the fixed installation will take place plus monitored lanes.

Can WSP develop a model set of installation parameters for a mobile install that defines the vehicle type and the number of cameras?

Likewise, can a fixed site installation be identified by intersection and

define lanes to be monitored? This way WSP can get an accurate representative cost from potential bidders.

Answer: Mobile – the WSP anticipates the WSP installing the mobile equipment. Fixed – installation parameter is one camera per one lane and costs can be presented at a higher level such as “X” dollars per hour.

10. Question: Reference Pg. 11 of 29, Item 4.7.1.4 – “Back Office Hardware”

Can WSP provide an estimate of daily reads along with retention time in order to provide accurate capacity plan. This will aid in the sizing of Back Office Hardware (servers).

Answer: Daily reads will vary up to the number of vehicles that may pass an LPR unit on the highway at highway speeds. Retention time is 60 days, unless it has become evidence in a specific criminal or civil action. In those circumstances, the applicable data would need to be saved or downloaded.

11. Question: Reference Pg. 21 of 29, Appendix A – “Checklist for Responsiveness”.

The Checklist contains a requirement for a “copy of Washington State business license”. Is this a requirement for providers that are located out of state?

Answer: Please refer to WA Department of Revenue:
http://dor.wa.gov/content/doingbusiness/businesstypes/doingbus_outofstate.aspx, and/or WA Secretary of State:
<https://www.sos.wa.gov/corporations/FAQ---Do-I-need-to-register-my-business-in-Washington-State.aspx>

Bidders do not need to have a Washington State business license to participate or submit proposals in this RFQQ. However, the bidder selected as the Apparent Successful Bidder from this RFQQ must obtain the Washington State business license as required by the state law prior to commencement of any contract work.

12. Question: Appendix A – One original letter. The checklist contains a requirement for an original signed letter to be submitted. Does that letter need to be emailed with the original being sent via FedEx or US Mail?

Answer: Email will work.

13. **Question:** Page 29 Back Office & System Administration

Item 15 – “The database shall be able to integrate with other vendor ALPR systems to increase our hotlist footprint.”

Please elaborate on the requirement. Is the question related only to the hotlists or does it relate to the stored read data? The intent of the question is not clear.

Answer: Relates to the Hotlist. An example could be: the Washington State Patrol has an ALPR with vendor A and the Washington State Department of Transportation has ALPR with vendor B. There is a suspect vehicle identified in a WSP ALPR hotlist travels in front of WSDOT ALPR camera. The suspect vehicle is not listed in WSDOT hotlist. WSP is alerted.

14. **Question:** Background checks

Will out of state personnel be permitted to be fingerprinted in their state of residence by a local law enforcement agency and have the results returned to WSP? Is the security awareness training available online? Or is that an in-state class that must be attended in person?

Answer: Out of state personnel can be fingerprinted in their state, however, the fingerprint card needs to be sent to the WSP for processing. Yes, the training is available online through CJIS (<https://www.cjisonline.com/index.cgi>), as well sign a CJIS Security Addendum.

15. **Question:** Section 1.1, page 3, Background: The RFP indicates that the WSP wishes to scan vehicle license plates to allow, “WSP officers to rapidly identify “vehicles of interest””. Is the WSP interested in obtaining access to a service that will provide an additional 500,000 – 1,000,000 vehicle scans every month in Washington, thus increasing the investigative leads and allowing them to close more cases more rapidly?

Answer: We would be interested in learning more about the details of the access and the details of the service.

16. **Question:** Further to question #15: Is the WSP interested in the ability to seamlessly view license plate scans from approximately 1,000 LEAs outside the State of Washington, to allow the State to further their

investigations to identify targeted vehicles of interest that may have left the State?

Answer: We would be interested in learning more about the details of the access and the details of the service.

17. **Question:** Further to question #15: Is the WSP interested in the ability to seamlessly share their license plate scans with law enforcement agencies outside the State of Washington, to help them further their investigations for their targeted vehicles of interest?

Answer: We would be interested in learning more about the details of the access, the details of that capability, and the data retention.

18. **Question:** Section 1.1, page 3, Current and Anticipated WSP Uses of ALPR: Who are the three different vendors that employ ALPR in the various Districts and Divisions?

Answer: 3M, ELSAG, Genetec

19. **Question:** Further to question #18: Is the State interested in a proven and deployed solution that has already migrated and integrated LPR scans from the aforementioned three different vendors in near-real-time (i.e., concurrently with the time it takes to post to the individual vendors' back-office software)?

Answer: We would be interested in learning more about the details surrounding that capability including (at a minimum): access, security, and data retention.

20. **Question:** If the answer to question #19 is yes, is it mandatory that this solution already be deployed, or is the State willing to fund a development effort for the selected vendor?

Answer: It is unknown if the state is willing to fund a development effort.

21. **Question:** Section 1.1, page 4, Aviation Section: Are the existing FLIR cameras designed for purposes of LPR? Have they been installed to support the capture and reads of LPR? What performance criteria are expected by WSP from these FLIR cameras?

Answer: The WSP is researching if the existing FLIR cameras are designed for the purposes of LPR. As well, if they have been installed to support the capture and reads of LPR. The performance criteria include the ability to capture images from 1500 vertical feet at 90 knots.

22. **Question:** Further to question #21: Will the State help coordinate with FLIR engineering and purchase any applicable API that may be required to integrate with the successful LPR provider? Should non-recurring engineering expenses be included in the scope of this proposal?

Answer: The state would be open to discussion of coordinating FLIR engineering and any need to purchase an applicable API for integration. Those questions would be operational and out of scope for this RFQQ.

23. **Question:** Section 2.10, page 7, Sample Contract: Does the State of Washington have statutes that prevent the State from indemnifying Vendors and/or limiting their liabilities? If so, will you please provide the Statute(s)?

Answer: We are researching this question and will provide the answer when done. However, the research may take some time and bidders may propose changes or exceptions to the Sample Contract terms in their proposal if the answer to this question is not provided before the proposal due date. However, a proposal that includes significant or substantial proposed changes or exceptions to the Sample Contract terms may be deemed non-responsive and be rejected from consideration.

24. **Question:** Further to question # (23): Will the State agree to limit liability and negotiate indemnifications, or is the State expecting vendors to assume unlimited liability including consequential damages? Has the State agreed to limit liability and/or indemnify vendors in any other contract with the State? Will the State at a minimum consider incorporating language from other State contracts into this contractual agreement?

Answer:

Q: Will the State agree to limit liability and negotiate indemnifications, or is the State expecting vendors to assume unlimited liability including consequential damages?

A: The answer to this question will depend of the terms of proposal and contract resulting from this RFQQ, which will be negotiated between WSP and the Apparent Successful Bidder.

Q: Has the State agreed to limit liability and/or indemnify vendors in any other contract with the State?

A: It is possible that the State might have agreed to limit liability in some low risk contracts.

Q: Will the State at a minimum consider incorporating language from other State contracts into this contractual agreement.

A: Yes, if the contracts involved the purchase of similar scope, size, and type of goods and/or services.

25. **Question:** Section 6.0, Product Support, page 22, item 3: Our customers have found that the frequency of publishing and distributing software patches is as important is how they are published and distributed. For example, the WSP RFP does not specify the minimum number of times they expect updates, which means a vendor – while having superb publishing and distribution capabilities – will be in compliance and can receive top scores though they only produce updates once every year or two or more. Does the State have a minimum number of times a year they require patches to be published and distributed? If yes, should the proposers provide proof – such as in the form of Published Technical Support Bulletins – to demonstrate that they have adhered to this process and are not just proposing it anew for this proposal?

Answer: No, there is no set minimum number of updates. However, there is an expectation that the vendor will keep their software up to date with current security patches and operating system requirements. WSP patches operating systems and servers regularly and as often as weekly to keep pace with security updates. Vulnerabilities in the vendor's software need to be addressed in a reasonable amount of time to avoid leaving systems vulnerable to exploits. As far as bug fixes and features, it is normally left up to the company to announce that release cycle.

26. **Question:** Further to Question #25: There do not appear to be any requirements for software enhancements and/or improvements (i.e., new capabilities). Is this correct, or does the State have mandatory requirements for software updates and enhancements?

Answer: I believe this is outside of security patches, and more about functionality. If so, the answer would be No, we do not have mandatory requirements for software updates and enhancements. For software updates/upgrades, the WSP would be interested in learning if those are covered in the annual maintenance. As well, learn about your cost structure for enhancements (i.e. hourly rates, etc.).

27. **Question:** Appendix C, Section 3. Back Office and System Administration, Requirement 19, page 30: Is SAML integration an acceptable alternative?

Answer: The "System integrates with Microsoft's Active Directory" requirement has different meanings to different people. Examples of

Active Directory-“integrated” systems WSP uses are: Domain Controllers, Exchange, and Configuration Manager. These systems include extensions to the Active Directory database or schema. the ALPR application is intended to be integrated into our Active Directory schema. ALPR does need to use Active Directory as its authentication source for users, computers, servers, and security as outlined in the attached document. Security Assertion Markup Language (SAML) is not the same and therefore not an alternative.

28. **Question:** Further to Question #27: There are no references in the “Back Office and System Administration” section to any investigative analytic capabilities. Is it desired by WSP to have analytics that can a) look at various locations and timeframes to identify common vehicles that may be related to a pattern crime investigation, b) look at a known suspect vehicle and identify other vehicles that may be associated based on common proximity to the suspect, and c) quickly determine the best possible locations to located a vehicle based on clustering of detections around addresses, aging of data, frequency and popularity relative to other vehicle scans at the same locations?

Answer: We would be interested in learning more about the details of the access, the details of that capability, and the data retention.

29. **Question:** Further to Question #27: The WSP does not specify any requirements to be able to identify the VIN of a vehicle. Furthermore, the WSP does not specify requirements to have the ability to search and analyze vehicles by the Year, Make and/or Model of the vehicle (i.e., a lead comes to the WSP indicating the vehicle of interest is a Ford Taurus). Does the State have a requirement for this capability?

Answer: The WSP does not have a requirement for this capability.

30. **Question:** If Make/Model is not a mandatory or scored requirement, does this mean a vendor who can provide this capability will receive no scoring benefit by providing this unique capability to assist the State with identifying and locating targeted vehicles of interest to close their cases more rapidly?

Answer: The aforementioned “unique capability” could best be added to the Business Requirements “Back Office & System Administration” section. There is a Description/Comment field where vendors can expand on their capabilities. For this example, #'s 7,8, and 20 elude to various aspects of tracking, researching, and/or data analysis.

31. **Question:** Does the WSP want the ability to receive real-time LPR data shares from agencies not covered in this RFP?

Answer: The WSP is interested in the details of this capability.

32. **Question:** Is the WSP interested in a provider that has demonstrated willingness to protect their investment in LPR technology by combatting legislation that would restrict and/or limit the WSP's investment, or is it acceptable that the successful provider not provide any legislative support?

Answer: It is acceptable that the provider not provide any legislative support.

33. **Question:** In Section 1.3, it states "RF Interference: Camera cables shielded using MIL-SPEC connectors." Is the desire of WSP only to have MIL-SPEC connectors, or does the WSP desire that the system use cameras that feature cables that are RFI shielded such that the use does not interfere with radio communications within the vehicle? If the desire is only for MIL-SPEC connectors without concern for the cable itself, can the appropriate MIL-SPEC be clarified?

Answer: The desire is non-interference with radio communications in the vehicle.

34. **Question:** Item 2.15 calls for fingerprint-based background checks for vendor personnel who may access the system. This is only one element of the FBI-CJIS Security Policy. Does the WSP also desire that the vendor employ and document all other relevant FBI-CJIS Security Policy Requirements such as password complexity and change rules, two-factor authentication, automated disabling of inactive user accounts, etc?

Answer: Item 2.15 is only about criminal history background checks for staff.

35. **Question:** Regarding training requirements in Section 4.7.5, is it desirable for the vendor to provide page- and content-specific tool tips and videos within the back office interface to minimize support and reinforce user training?

Answer: That would be a convenient training option for some end users.

36. **Question:** Regarding training requirements in Section 4.7.5, is it desirable that the vendor include a Learning Management System (LMS) with content modules that may be proscribed by the WSP to its users with all training logged for compliance?

Answer: That would be a convenient training option for management.

37. Question: Questions 3 and 4 of the Physical Characteristics of the cameras call for Ingress Protection, however no specification is offered? Can the WSP confirm that IP67 is sufficient?

Answer: IP67 is sufficient.

38. Question: Is it desirable to WSP that the solution feature a mobile app that shares all of the same analytic and querying capabilities as the back office and in which all transactions are audited?

Answer: That would be a convenient option for end users.



STATE OF WASHINGTON
Washington State Patrol

AMENDMENT 2
to
REQUEST FOR QUALIFICATIONS AND QUOTATIONS
NO: WSP-RFQQ-ALPR2016

November 16, 2016

Project Title: **Automated License Plate Recognition Project**

The following is an amendment to Request For Qualifications and Quotations No. WSP-RFQQ-ALPR2016. All other terms and conditions of the Request For Qualifications and Quotations (RFQQ) that have not been revised by this amendment remain in full force and effect.

A. Vendor Questions and Answers. Per Section 2.2, **Vendor's Questions and Answers** of the RFQQ, below are questions posed by potential vendors responding to this RFQQ, and the Washington State Patrol's responses to those questions.

- 1) **Question:** Section 2.10, page 7, Sample Contract: Does the State of Washington have statutes that prevent the State from indemnifying Vendors and/or limiting their liabilities? If so, will you please provide the Statute(s)?

Answer: State agencies do not have authority to indemnify other parties unless there is a specific statutory authority to do so. The WSP does not have statutory authority to indemnify a vendor for the vendor's acts or omissions.

- 2) Q: Will the State agree to limit liability and negotiate indemnifications, or is the State expecting vendors to assume unlimited liability including consequential damages?
A: The Washington State Patrol (WSP) expects vendors to assume unlimited liability including consequential damages.
- 3) Q: Has the State agreed to limit liability and/or indemnify vendors in any other contract with the State?

A: The WSP lacks legal authority to indemnify vendors. In certain contracts, the WSP has limited liability based on many factors. These factors may have included a price reduction and exclusions to the liability limitation (e.g., the liability limits do not apply to personal injury or intellectual property infringement claims).

4) Q: Will the State at a minimum consider incorporating language from other State contracts into this contractual agreement.

A: Although the WSP may consider incorporating language from other State contracts, the WSP will not entertain such consideration if: (a) The proposed language involves limitation of liability and/or indemnification of vendors; (b) The other State contracts did not involve the purchase of very similar scope, size, and type of goods and/or services; (c) The proposed language is determined by WSP to be substantially different from the Sample Contract; or (d) The proposed language is determined by WSP to have potential adverse impact or will not serve the WSP's best interests. A proposal that includes substantial proposed changes or exceptions to the Sample Contract terms may be deemed non-responsive and be rejected from consideration or evaluation.

18 November 2016

Julio Valcarcel
Vice President of Sales
Selex ES, dba Elsag North America
205 H Creek Ridge Rd
Greensboro, NC 27406

Subject: WSP-RFQQ-ALPR2016, AUTOMATED LICENSE PLATE RECOGNITION (ALPR)

Dear Patrick Horan:

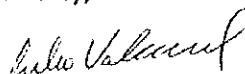
We are very pleased to submit the Selex ES, dba Elsag, proposal in response to your RFP to provide Automated License Plate Recognition.

The attached documents outline our proposed approach to the project and address the information requirements that were outlined in the RFP. Operating in the US for more than 10 years, Selex ES has the in-depth knowledge and experience to undertake this initiative on behalf of the Washington State Patrol— and to complete it effectively: on time and on budget.

Elsag North America is the only LPR company to date to have systems operational for use in all 50 states for both day and night operations. This is in addition to more than 12,000 LPR systems deployed around the globe. The dependable and accurate information provided by the Elsag Plate Hunter, in addition to Elsag's 24/7 commitment to customer support have made it the preferred LPR technology. No other system comes close to its ease of deployment, capabilities, and accuracy.

We would be pleased to answer any questions you might have regarding our submission. Thank you for the opportunity to submit our proposal for your consideration.

Sincerely,


Julio Valcarcel
Vice President of Sales
Elsag, a Division of Selex ES
205 H Creek Ridge Road
Greensboro, NC 27406

RESPONSE TO APPENDIX B, Vendor Questionnaire

VENDOR QUESTIONNAIRE

1. Vendor Organization Capabilities (MANDATORY/SCORED)

Selex ES/ELSAG EXECUTIVE SUMMARY

Headquartered in Overland Park, Kansas, Selex, ES Inc, is a leader in Law Enforcement, Air Traffic Management, and Communications technologies. The company delivers robust solutions for the pressing needs of Government Agencies, Armed Forces, and Commercial and Industrial operators. In addition to full design, production, and commissioning in the US, Selex ES, Inc. ensures seamless access to the full product offerings of the Selex ES group for military and civil markets, including Smart Buildings, Automation and Transportation.

Operating in the US for more than 100 years, Selex ES has built successful domestic and international businesses in the fields of Law Enforcement, Air Traffic Management, and Communications. The Selex ES business in the US brings together the three US businesses of Selex Systems Integration Inc, Selex Communications Inc and Elsag North America LLC to create a unified business uniquely positioned to address the rapidly changing high technology needs of defense, security, commerce, transportation and civil resilience in the US market. Selex ES, Inc. values the long and distinguished history of these businesses and reflects the entire Selex ES group's commitment to providing superior solutions to meet today's pressing needs.

Selex ES, Inc. originates, designs, and develops advanced technology products, systems and solutions that stand out for their excellent performance and reliability. The Selex ES, Inc. offerings in automation, security, transport, defense & space, and information technology draws on know-how acquired working on major mission critical projects for Italy's country system. In this framework, Information Technology skills represent both a dedicated offering in their own right, as well as acting in a supporting role to introduce empowering technology infrastructure. Vertical solutions addressed to individual business areas are developed to meet specific process and customer requirements

The Selex ES, Inc. hardware and software R&D centers liaise with universities and scientific institutes to develop advanced technology systems using both proprietary and third party products. Consulting, product development, system integration, service and certification management, but also networking and network security, plus identity and access control based on biometric technology: these are just some examples of the technology skills mastered by Selex ES, Inc. in the security arena. Several thousand Selex ES, Inc. mobile and fixed license plate reading systems have been installed throughout the world, with the most concentrated deployments are in the U.S. where over 1,200 agencies at the local, state and federal levels depend on the reliability of Selex ES, Inc. gear.

Selex ES' presence in the US is also enhanced by subsidiary companies Selex Galileo Inc., Sirio Panel Inc. and Lasertel Inc. Selex ES, Inc. is a wholly-owned US subsidiary of Leonardo Company, SpA. Selex ES, Inc. proves to be a stronger, more efficient and more flexible company due in large part to the parental support from Leonardo Company, S.p.A.

For the Law Enforcement market segment, Selex ES, Inc. continues to do business under the ELSAG flag because of its brand strength and leadership in the license plate recognition

business. Based in Greensboro, NC and Brewster, NY, ELSAG provides state-of-the-art Digital License Plate Recognition systems to Federal, State, and local law enforcement agencies.

In August 2004, Remington Arms and Leonardo (formerly Finmeccanica), Italy's largest defense contractor formed a joint venture to foster license plate recognition technology use among US law enforcement agencies. ELSAG launched its Automatic License Plate Reader, the Mobile Plate Hunter-900® (MPH-900®), and ten years later has deployed over 12,000 cameras in more than 2,000 agencies around the globe with a primary focus on North America. In 2007, Remington Arms sold their interest in the license plate reading business to Leonardo making ELSAG a fully owned subsidiary. On January 1, 2014, through reorganization by Leonardo, ELSAG, Selex System Integrators, and Selex Communications were combined to form Selex ES, Inc.

ELSG is the only LPR company to date to have systems operational for use in all 50 states for both day and night operations. This is in addition to more than 12,000 LPR systems deployed around the globe. The dependable and accurate information provided by the MPH-900, in addition to ELSAG's 24/7 commitment to customer support have made it the preferred LPR technology. No other system comes close to its ease of deployment, capabilities, and accuracy.

ELSG LPR solutions feature an all-digital platform with high-resolution infrared cameras and superior optical character recognition software capable of capturing and reading over 900 license plates per minute day or night, in all types of weather, including plates which lack carbon black ink. The Plate Hunter performs ambiguous searches to improve accuracy and alerts within milliseconds if a vehicle is suspect. The systems feature multi-level alarms for prioritization of Wants, Warrants, Amber Alerts, and other criminal activity. The systems flexibility allows for it to be configured with a variety of different camera ranges. ELSAG's LPR system can also be set up to remotely alarm to an email recipient via a PDA.

ELSG has worked with clients to develop LPR solutions specific to their mission. From LPR cameras concealed in an ordinary orange traffic barrel or luggage carrier to the sophisticated Deployable Command Trailer which is equipped for traffic stops, border crossings, and other specialized deployments, ELSAG continually strives to meet all expectations from their law enforcement partners. Recently, ELSAG launched a completely revamped data management and LPR administrative tool. The Enterprise Operations Center (EOC) aids law enforcement in data security and analysis. Features of this software are a direct result of ELSAG's understanding about privacy concerns, data retention limitations and user audits. EOC is powerful, yet flexible to meet the policy needs of our partner law enforcement agencies.

ELSG LPR equipment is currently deployed at some of the United States' finest law enforcement agencies, including the New York City Police Department, Washington D.C. Metro Police Department, Pinellas County Florida Sheriff's Office, the DEA, the FBI, and the Secret Service. In addition, ELSAG equipment has been deployed at 22 State police agencies, including those in Arizona, Colorado, Georgia, Kentucky, Maryland, Nebraska, New York, Ohio, and Virginia.

The New York State Division of Criminal Justice Services completed three rounds of LPR purchases with ELSAG. In total, NYSDCJS has deployed over 400 LPR units to local and state agencies throughout New York. This deployment required LPR integration into a diverse set of police vehicles and service network infrastructures without impacting existing computer assisted dispatch or record management systems.

Globally, ELSAG's LPR equipment can be found throughout Europe under the brand name Auto-Detector. The largest deployment is with the Italian Carabinieri who utilize over 3,000 units on their daily missions. In Latin America, a handheld version called the Patrol Support System (PSS) was developed for the Chilean police. In January 2012, Sûreté du Québec, the state police of Quebec, Canada, purchased 100 MPH-900 systems to deploy on their fleet by June 2012. The summer of 2013 saw the New York State Police update their gear with a fleet of new cameras and a system wide upgrade of their EOC platform. In 2016, NYSP added an additional 45 systems to their network.

ELSAG, as part of Selex ES, Inc., is a fully owned subsidiary of Leonardo Company, S.p.A., one of the world's leading industrial conglomerates. The professional skills of more than 70,000 employees, technology, know-how, the capacity to operate in critical contexts, and an innovative approach demonstrated by constant investment in Research & Development, are just some of the distinctive features developed over more than a century in business. The ability to identify problems and design solutions, combined with skills and experience in mechanical and information technology put ELSAG in the ideal position to develop new products and systems as it works to achieve its goal of Italian leadership and global recognition on reference markets.

2. Vendor Qualifications (MANDATORY/SCORED)

ELSAG North America Key Projects

#1 Lower Manhattan Security Initiative (LMSI)

Population: 8.3 million

Implementation Date: May 2008

Duration: Major installation was completed in 12 months, ELASG continues to manage and add systems as required by LMSI

Products: MPH-900 and FPH-900

The New York City Police Department (NYPD) Lower Manhattan Security Initiative (LMSI) is a city-wide security program intended to increase surveillance and security in New York City (NYC) funded by the Department of Homeland Security (DHS). The LMSI is based on integration of counterterrorism technologies, including closed circuit televisions (CCTVs); chemical, biological, radiological, and nuclear detectors; street barriers; and license plate readers (LPRs). ELSAGNA was chosen to develop a large-scale LPR system, including mobile and fixed LPRs, which was integrated into the current NYPD's Information infrastructure. ELSAGNA worked closely with the NYPD and the associate contractors to ensure that multiple independent solutions work seamlessly and simultaneously within a single management and control infrastructure.

ELSAGNA provided 30 vehicle-based LPR systems and 86 fixed LPR systems located throughout Lower Manhattan. The cameras are connected to a set of local field control units that store and manage data and include automated communication capabilities continually exchanging data with central servers. The vehicle-based LPR and fixed LPR systems are integrated into a single collection, query, and reporting system tied to a custom set of alarms.

ELSAGNA was required to install LPR system in a complex urban infrastructure. To install fixed camera units, ELSAGNA had to replace many light poles and associated subterranean ballast blocks. ELSAGNA coordinated with the New York State Department of Transportation (DOT), NYC DOT, utilities, unions, licensed contractors, and other regulatory and law enforcement agencies in the city. ELSAGNA also conducted site surveys on the Brooklyn Bridge, Battery

Tunnel, and other historic sites throughout NYC, as required, to meet contract requirements.

Relevancy of Work Performed

- Successful deployment and integration of Fixed Lane Dual Use and Mobile LPR systems into a larger network.
- Site surveys and site design documentation
- Central management and monitoring capability for data storage and analysis
- Follow-on warranty and customer support services

Demonstrated Quality of Work

- Integrated system seamlessly into existing security monitoring network
- System design allowed information sharing with other local and Federal agencies
- All components/systems installed on time and within budget
- All components/system elements passed comprehensive acceptance

#2 National Capital Region Project

Population: 6 million

Implementation Date: October 2010

Duration: Major installation was completed in 6 months, ELASG continues to manage and add systems as required by NCR

Products: MPH-900 and FPH-900

An initiative of the US Department of Homeland Security, the National Capital Region Project is a 31 agency multi-jurisdictional security project surrounding the nation's Capital. These agencies include all municipalities of the following areas:

The City of Alexandria
Arlington County
The District of Columbia
Fairfax County
Loudoun County
Montgomery County
Prince George's County
Prince William County

ELSAGNA was contracted to deploy both mobile and fixed cameras throughout the geographic landscape of the jurisdictions. In total, over 100 fixed cameras have been installed in MD/DC/VA and 180 more will be complete by the end of 2011. Servers at each jurisdiction are networked together via NCRNet, a fiber connection between jurisdictions. Statewide servers are in place with Maryland State Police with over 100 cameras reporting to the Maryland Crime Analysis Center and soon Virginia State Police will have a similarly configured statewide server. The Maryland Governors' Office supported the purchase of additional fixed systems for the University of Maryland and BWI Airport as a result of the success of NCR.

Relevancy of Work Performed

- Successful deployment and integration of Fixed Systems into a larger network involving 31 jurisdictions.
- Site surveys and site design documentation
- Central management and monitoring capability for data storage and analysis
- Follow-on warranty and customer support services

Demonstrated Quality of Work

- Integrated system seamlessly into existing security monitoring network
- System design allowed information sharing with other local and Federal agencies
- All components/systems installed on time and within budget
- All components/system elements passed comprehensive acceptance

#3 United States Drug Enforcement Agency

Population: N/A

Implementation Date: October 2008 (first lane)

Duration: Continuous

Products: Deployable Command Trailer with FPH-900 LPR

ELSAGNA engineered delivered a transportable Lane Management System (LMS) that integrated License Plate Readers (LPRs) and high speed roadside cameras into a single, deployable LMS for the U.S. Drug Enforcement Agency (DEA). The completely transportable LMS captures a coordinated and carefully timed set of vehicle and driver images with extreme accuracy, meeting the DEA's requirements. ELSAGNA was able to accomplish the highly innovative and advanced system, from conception to acceptance, in just a few months, adhering to the DEA's aggressive delivery schedule.

ELSAGNA used components of production such as LPR and lane management products to build the first transportable models and perform real world deployment tests. ELSAGNA worked closely with the DEA, including headquarters and field staff, in fine tuning component selections, testing work-flow, and identifying secondary tools that eased deployment. The result was a continuous improvement approach that refined the final product.

Relevancy of Work Performed

- Delivery Fixed Lane Dual Use and Mobile LPR systems and lane management structure
- Deployable multiple-camera mobile systems for setup and use by field agents (based on the DCT-1000 Mobile LPR System)
- Centralized back end data management system with real-time data transfer
- LPR and image capture, storage, reporting and analysis
- Complex distributed, multi-frequency wireless integration
- Project management, configuration management and follow-on sustaining support

Demonstrated Quality of Work

All delivered trailers have been provided on schedule and have passed acceptance testing. All requirements have been met and systems are meeting performance requirements. Delivery and training have exceeded customer expectations, with multiple change requests supported within

the original schedule. DEA continues to expand orders for more trailers, a testament to mobile systems performance success. ELSAGNA has worked aggressively to ensure schedule compliance and has developed professional results for all aspects of the program. ELSAGNA continues to act as a responsive partner, responding to DEA's growing needs for equipment that can support broader missions.

#4 New York Division of Criminal Justice Services State Wide License Plate Reader (LPR) Program

Population: 20 million

Implementation Date: 2008, 2009, 2010, 2015

Duration: Four years, four individual rounds of purchases

Products: MPH-900 and FPH-900

ELSAGNA deployed a wide range of mobile and fixed LPR cameras, including magnetic/transportable units, permanently installed units, fixed cameras, and covert units, across New York State for the New York State Division of Criminal Justice Services (NYS DCJS). ELSAGNA deployed mobile LPRs throughout the state to a diverse group of law enforcement agencies in a coordinated effort to combat vehicular crime and promote highway safety. Over 300 agencies in New York, including the largest police department in the world (NYPD), every County Sheriff's Office, every agency in high drug and auto crime areas, probation offices, and even small towns along drug routes, have received LPRs in a coordinated program to reduce crime, improve officer safety and ensure compliance with traffic and insurance laws.

Every square foot of New York State is covered by an agency with an LPR unit. The implementation is so broad that on a typical drive across the state, a vehicle can easily come across a plate reader-equipped police car five or more times. The units use a state-specific set of alarm classes including stolen vehicles, stolen plates, wanted persons, suspended registrations, registered sex offenders, immigration violators, and individuals on supervised release. This data further improves officer safety by providing important information in advance of a traffic stop.

Relevancy of Work Performed

- Large scale deployment of LPR systems, integrated into an information network that allows data collection, storage, and analyses in support of criminal justice organization
- Site surveys, site design documentation, installation, and integration with legacy components
- On-site training and comprehensive acceptance testing
- Warranty maintenance and follow-on customer support services

Demonstrated Quality of Work

The implementation of this project has had a measurable statewide impact on stolen vehicle recovery rates (down 21 percent), and vehicle and traffic law arrests (up 24 percent). ELSAGNA demonstrated an ability to implement an advanced software management system controlling LPR systems/computers in police cars without requiring computer reconfiguration and without interfering with the in-place mobile computer-aided dispatch system or records management systems. System software operates in a wide range of communication infrastructures, firewalls, and networks across the state.

#5 New York City Police Department Traffic Department

Population: 8.3 million

Implementation Date: May 2008

Duration: Major installation was completed within 6 months, ELASG continues to manage and add systems as required by NYPD

Products: MPH-900 and FPH-900

ELSAGNA deployed an integrated LPR system to the New York Police Department (NYPD), the world's largest police department. Over 100 LPR systems were delivered and are currently operational across New York City (NYC) and are being used by almost every precinct and several task forces including Auto Crime, Auto Larceny, Intelligence, Highway Patrol, Technical Assistance Response Unit (ATRU), Borough Task Force, the Mayor's protection detail. These LPR systems are managed by the NYPD's Technology Assistance Response Unit. The LPR systems are integrated into the NYPD's Real Time Crime Center (RTCC) with LPR data being continually transmitted allowing detectives to access data about vehicle movement throughout the five boroughs of NYC instantly. Auto Crime investigators are able to recover vehicles without leaving their offices by searching LPR data and dispatching field personnel to last known location of the targeted vehicle.

ELSAGNA created and executed a plan for installation, data exchange and operational logistics that facilitated the NYPD's ability to use the new systems and limiting the impact on their massive IT infrastructure. ELSAGNA built training courses, worked with fleet and radio operations to assure that the system would work within the unique environment and in NYPD patrol units. ELSAGNA also worked closely with all of the department's technology team to carefully plan the implementation of upgrading the NYPD's communications system to accept data from the new LPR systems.

Relevancy of Work Performed

- Successful deployment and integration of more than 100 Fixed Lane Dual Use/Mobile LPR systems similar in size and scope to the CBP LPR system requirements
- Complex project planning and deployment
- Two-way back end integration into existing real time systems and infrastructure
- Complex distributed, multi frequency wireless integration

Demonstrated Quality of Work

- Integrated system seamlessly into existing security monitoring network
- System design allowed information sharing with other local and Federal agencies
- All components/systems installed on time and within budget
- All components/system elements passed comprehensive acceptance

#6 New York State Police

Population: 20 million

Implementation Date: October 2005

Technology Update: June 2013, December 2015

Duration: Major installation was completed within 6 months, ELASG continues to manage and add systems as required by NYSP

Products: MPH-900

ELSAG North America (ELSAGNA) implemented a state-wide mobile License Plate Reader (LPR) system for the New York State Police (NYSP), resulting in the deployment of 100 mobile LPR units. ELSAGNA provided equipment, installation and follow-on support, integration engineering services, training, and integration of LPR systems into diverse networks.

ELSAGNA installed the LPRs in patrol and unmarked vehicles across the state and the systems are tied to a central data distribution and collection system. Cameras and processors were carefully mounted in the trunk to maximize trunk space and safety. ELSAGNA worked with the NYSP Fleet Managers to integrate the installation process into the existing workflow for new vehicles. Each step in the installation process was reviewed to ensure minimal impact on the vehicle availability.

ELSAGNA integrated the LPR 2-way data flow directly into the existing automated processes of the NYSP's current system (TraCs CAD and RMS), minimizing the impact on the police's standard shift procedures. NYSP continues to see outstanding LPR results daily and is a model for efficient and effective LPR implementation on a widely distributed geographic force.

In June of 2013, NYSP added an additional 40 mobile camera systems, fixed cameras at three sites, and upgraded their back office system to the newest release to EOC.

In December 2015, 72 fixed cameras were deployed around the state. Selex coordinated with several state agencies to complete the work including DOT, Thruway Authority, DCJS, Office of Information Technology Services and numerous subcontractors.

Relevancy of Work Performed

- Deployed and integrated 100 Mobile LPR systems within an existing state-wide communications network, similar in size and scope to the CBP LPR system
- Site surveys and site designs, component/system installation, on-site systems integration
- Customized interfaces into existing FBI data flow and data transmission infrastructure.
- On-site training and formal acceptance testing
- Follow-on warranty maintenance and support services

Demonstrated Quality of Work

- This fixed-price contract was completed on time and within budget.
- Systems and components passed acceptance testing and are in use today. The project provided a dramatic and measurable increase in law enforcement effectiveness through a focused LPR-enabled capability, resulting in hundreds of stolen vehicle recoveries and a measurable reduction in suspended registrations and uninsured vehicle operation.
- In 2008 alone, the system was credited with direct responsibility for more than 16,000 VTL arrests, 70 felony convictions, and 77 additional wanted person apprehensions.
- NYSP continues to expand the program and has repeatedly called on ELSAGNA support strategic and tactical planning efforts for patrol and special operations. ELSAGNA also developed covert models and approaches that have improved police safety and resulted in high profile convictions.

#7 Sûreté du Québec

Population: 8.1 million

Implementation Date: April 2012

Duration: Four months

Products: MPH-900

In December 2011, the Provincial Police of Quebec, Canada selected the MPH-900 Mobile LPR system for deployment on 100 police vehicles. The project, in collaboration with Montreal based software company GTechna, Inc., will capitalize on the digital technology of the ELSAG MPH-900 hardware while operating GTechna's Officer Suite software for operational management of enforcement activities.

Under the terms of the contract, ELSAG will provide GTechna with products hardware, manufacturing support, and installation/training consultation. GTechna will be responsible for the software platform, vehicle installations, training, and maintenance.

Relevancy of Work Performed

- Deployment of 100 Mobile LPR systems over the course of four months
- Complex project manufacturing and delivery schedule
- Integration with third party software for e-ticketing solutions

Demonstrated Quality of Work

- All components/system elements passed comprehensive acceptance testing
- ELSAG developed customized brackets to meet the specification to mount the cameras under the SQ Delta light bar by Whelen
- Integrated system seamlessly into existing network
- System design allowed information sharing
- All components/systems expected to be installed on time and within budget

#8 UK Home Office

Population: 64.1 million

Implementation Date: Spring 2015

Duration: Ongoing

Products: Custom Software Development for National LPR Database

Selex ES and the U.K. Home Office team up on migrating their existing BOF system for their countrywide ANPR system to Selex ES' back office management system, EOC.

Selex ES and our Subsidiary - Selex ES, Inc. in North America have been awarded a multi-year contract to design, implement, and manage the migration from BOF to EOC for the day to day operations of the U.K. Home Office's ANPR Database.

The Selex ES, Inc. team in the U.S. will be primarily responsible for customizing the EOC software per the Home Office requirements and providing advanced technical support; while the Selex ES team in the U.K. will provide administrative and field support. The collaboration between the two teams capitalizes on individual expertise gained by implementing and managing large scale ANPR projects by the U.S team and the relationships developed with the Home Office by the U.K. team.

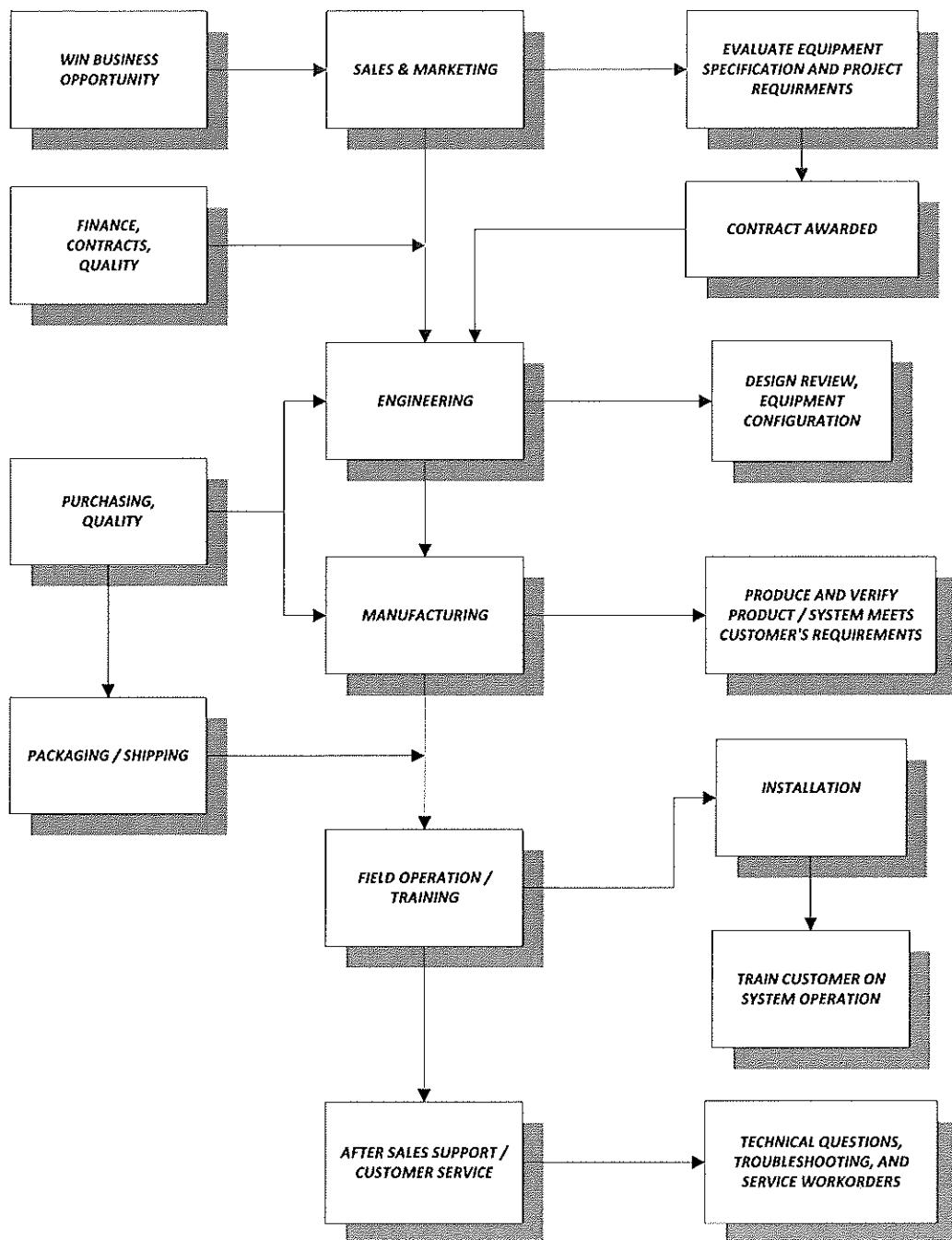
3. Proposed Approach /Strategy (MANDATORY/SCORED)

The Project Management Office (PMO) will play a critical part with project. This team will be involved during the RFQ process, quoting/bidding, manufacturing of material, shipment, install of hardware and software and close out. All this information will be collected in a project style system, that allows for the Project Management team to quickly view of status of the overall project. Each step will be detailed out with proposed dates of completion. If needed, the steps can be adjusted based on the customers need or request. This team along with the operational manager will ensure the project completes in the timeline specified by the customer.

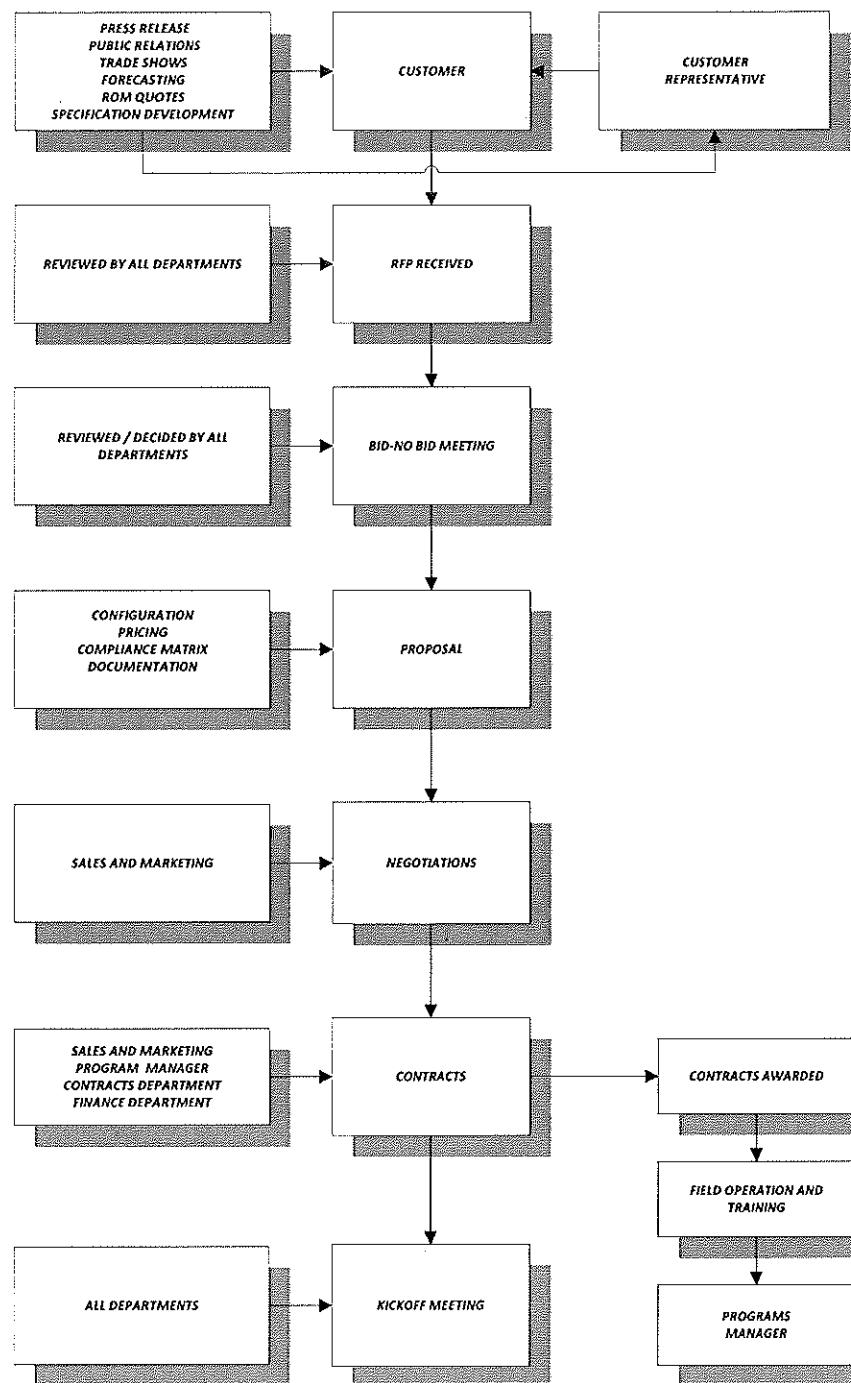
4. Quality Assurance (MANDATORY/SCORED)

Elsag is dedicated to providing quality products and services that meet or exceed customer requirements and expectations. We are committed to excellence and continuous improvement working through our Quality Management System to utilize employee, customer and industry feedback to set and achieve quality objectives that continuously improve our processes, product, and services.

**SELEX ES ENTERPRISE MODEL
QUALITY MANAGEMENT SYSTEM (QMS)
OVERVIEW**



SELEX ES ENTERPRISE MODEL
QUALITY MANAGEMENT SYSTEM (QMS)
SALES and MARKETING
OVERVIEW



SELEX ES ENTERPRISE MODEL
QUALITY MANAGEMENT SYSTEM (QMS)
ENGINEERING
OVERVIEW

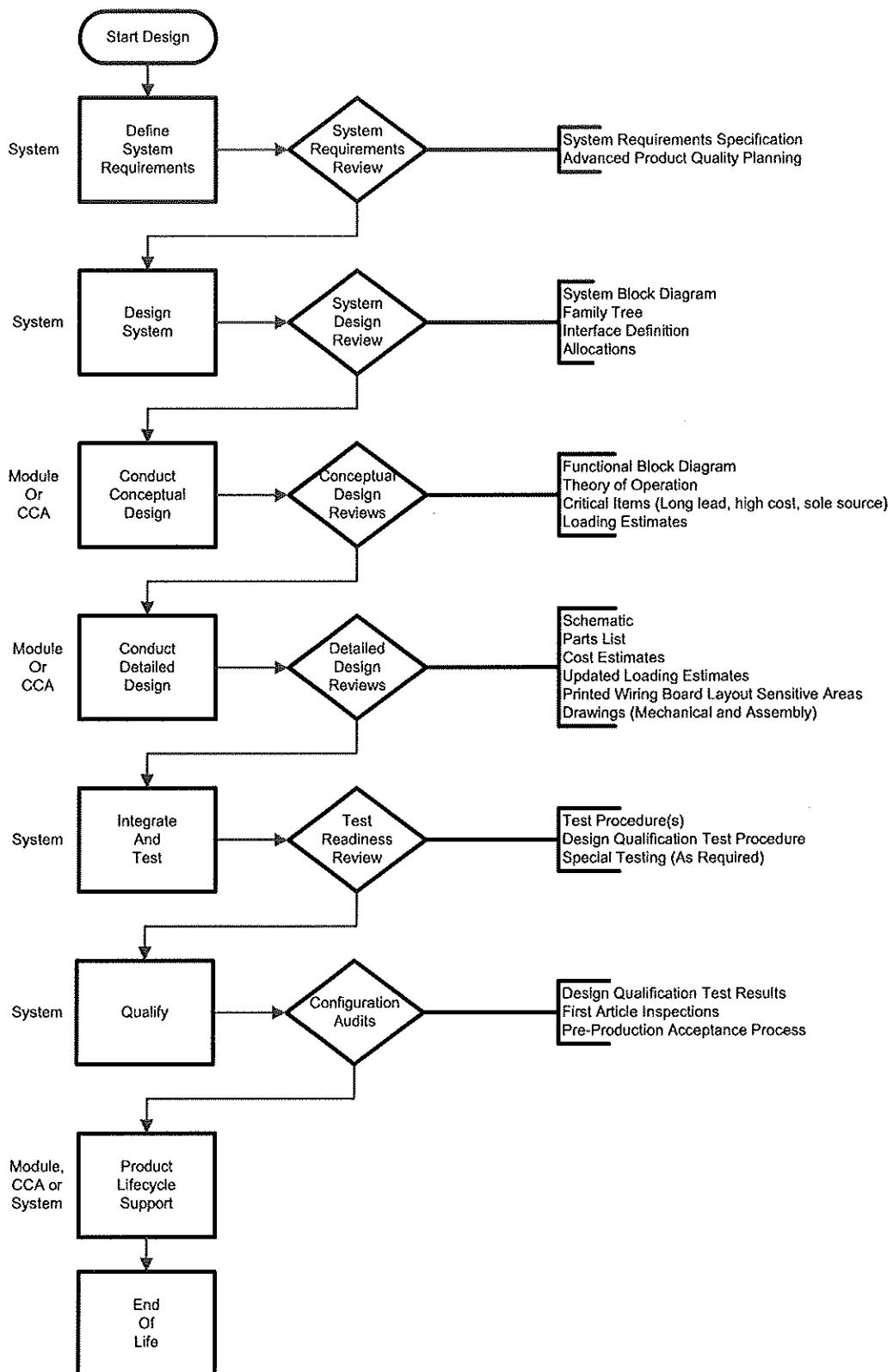


Figure 1 Product Lifecycle

A.1 Phases of Design Process

- a. The design process consists of several distinct phases. In particular:
 1. System Requirements Phase
 2. System Design Phase
 3. Conceptual Design Phase
 4. Detailed Design Phase
 5. Integrate and Test Phase
 6. Qualification Phase
 7. Product Lifecycle Support
 8. End of Life
- b. Each phase has distinct inputs and outputs. Formal reviews shall be held at the end of several phases as shown herein. The purpose of each review is to ensure that the objectives of the phase have been adequately met and that valid outputs exist. Successfully passing the review allows the design project to transition to the next phase with a high confidence of future success.
- c. The Project Engineer or designee schedules and chairs each review. A review data package containing the material to be covered at the review shall be sent in advance. During the review, all action items shall be documented and a schedule established for resolution. The minutes of the review shall be formally documented and maintained in the Project Archive File. A checklist describing the items that shall be covered during each review is found in Form 538.
- d. Each design phase review will incorporate an IV&V component to ensure all design work is complete and meets or exceeds applicable requirements, regulations and industry standards.

A.2 System Requirements Phase

- a. Create a top-level specification, or System Requirement Specification (reference SOP 8.1.1 GSO). This specification contains the requirements of the customer; those things that allow the customer to perform whatever mission is desired, and those things that are important to the customer being satisfied. Sources of input for the System Requirement Specification may include written customer specifications, marketing input describing perceived market requirements or competitor features and regulatory agency requirements.
- b. During the System Requirements Phase selected products will undergo Advanced Product Quality Planning to further document and define design requirements and expectations.
- c. The System Requirements Review shall be held at the end of the phase as required by project tailoring.

A.3 System Design Phase

- a. The input to the System Design Phase is the System Requirement Specification. The requirements contained in the System Requirement Specification are examined and architecture is devised. The architecture may consist of only hardware elements, only software elements, or a combination of both hardware and software elements. A Module Requirements Specification will be created for each hardware module (reference SOP 8.1.2 GSO). A Software Requirements Specification will be created for each system as required.
- b. The outputs of the System Design phase are at a minimum: a system block diagram, a family tree, and hardware and/or software requirements specifications.
- c. The System Design Review shall be held at the end of the phase as required by project tailoring.

A.4 Conceptual Design Phase

- a. The inputs to the Conceptual Design Phase are the Hardware and/or Software Requirements Specifications developed during the System Design Phase. The purpose of the Conceptual Design Phase is to develop a design that meets those requirements.
- b. The outputs of the Conceptual Design Phase vary. For hardware, the outputs are functional block diagram, preliminary schematic diagrams, preliminary bill of materials (BOM) and cost estimates.
- c. The Conceptual Design Review shall be held at the end of this phase. If specific risks were identified during earlier phases, early risk mitigation activities may be performed during this phase as a means of verifying that the chosen design will perform as expected.

A.5 Detailed Design Phase

- a. The inputs to the Detailed Design Phase are the hardware and/or software design documents produced during the Conceptual Design Phase.
- b. The outputs of the Detailed Design Phase are prototype hardware and/or software, along with the documentation describing those prototypes. For hardware, the documentation is schematic diagrams, printed circuit boards (reference SOP 8.1.3 GSO), bill of materials, assembly drawings, component drawings, source control drawings, programmable logic design, test procedures, etc.
- c. The goal of the Detailed Design Phase is to produce working hardware and software elements, ready to be integrated during the Integration and Test Phase.
- d. The Detailed Design Review shall be held at the end of this phase.

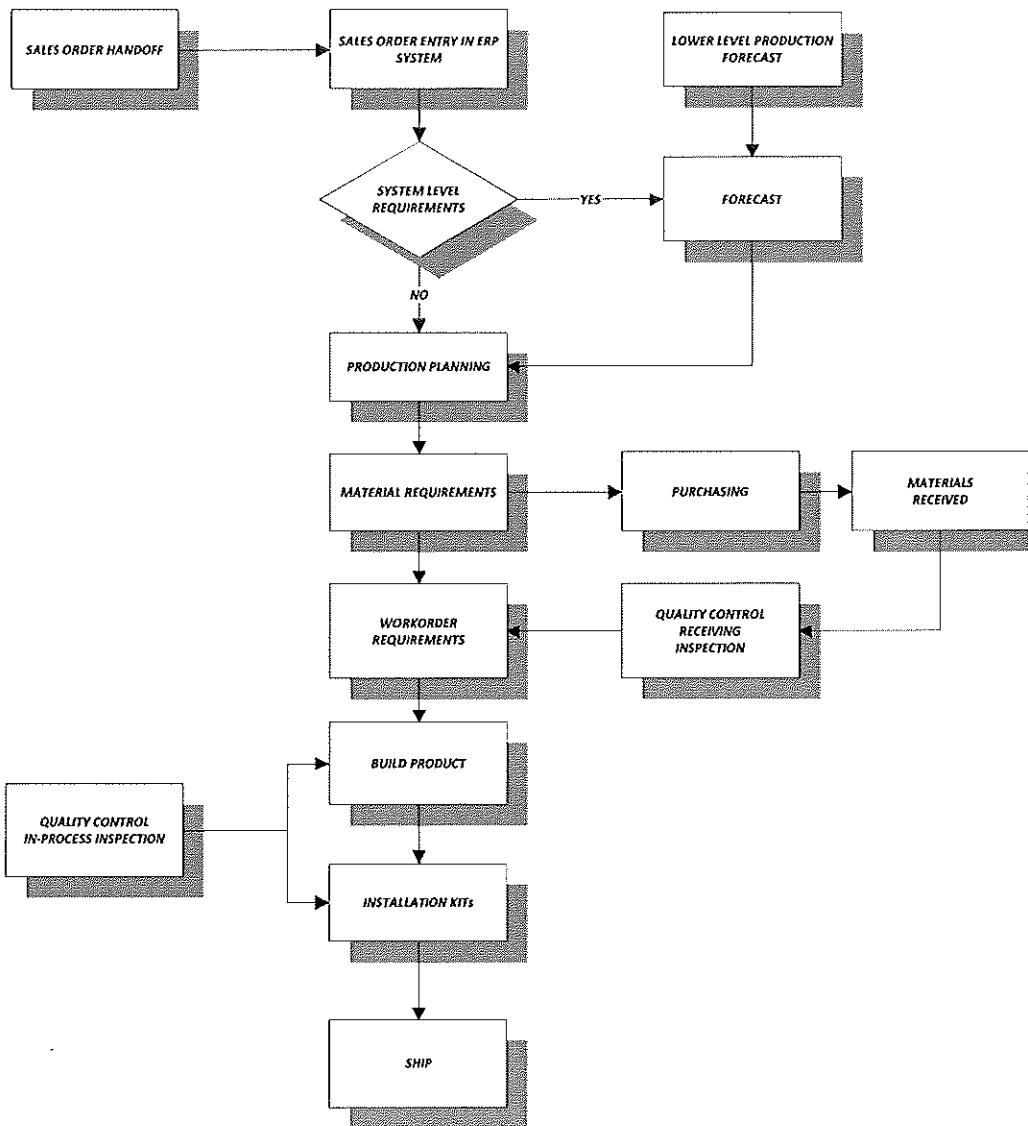
A.6 Integration and Test Phase

- a. During the Integration and Test Phase, the individual elements of the product are integrated and tested to ensure that the product complies with the requirements of the System Requirement Specification. For all products, spreadsheets, data and other printed material is used to capture the activities performed and the results obtained. All data and design material shall be maintained in the project archive file as a permanent record of the design.
- b. To ensure the finished design meets all applicable requirements, regulatory agency requirements, and industry standards, a matrix tracing system requirements through design documents to formal test procedures shall be developed. A Test Readiness Review (TRR) shall be performed at the system level prior to conduct of formal testing. A TRR is not required below the system level.
- c. These formal tests are the major component of design validation, and consist of Design Qualification Testing at the system level. Results of these formal tests must be documented and maintained in the Project Archive File.

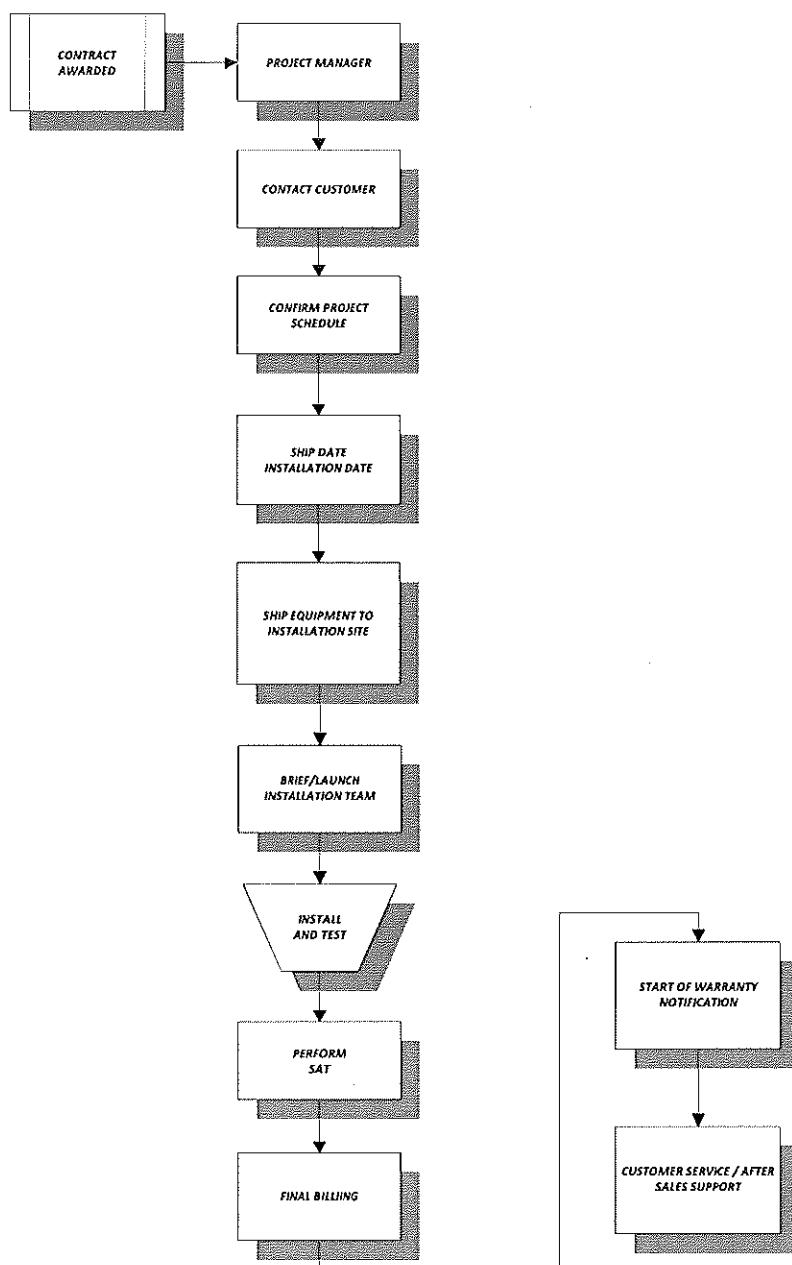
A.7 Qualification Phase

- a. There are two reviews at the end of this phase, called the Functional Configuration Audit (FCA) and the Physical Configuration Audit (PCA). The FCA confirms that there is written proof that the product meets all system requirements as demonstrated by successful completion of the corresponding test procedure step. The PCA confirms that the released configuration baseline documents match the first article equipment.
- b. Upon successful completion of the New Product Introduction Process, SOP 3.57.1 GSO, the design will be accepted by production. Any future changes must be reviewed and approved in accordance with SOP 3.5.3 GSO, Engineering Change Orders.

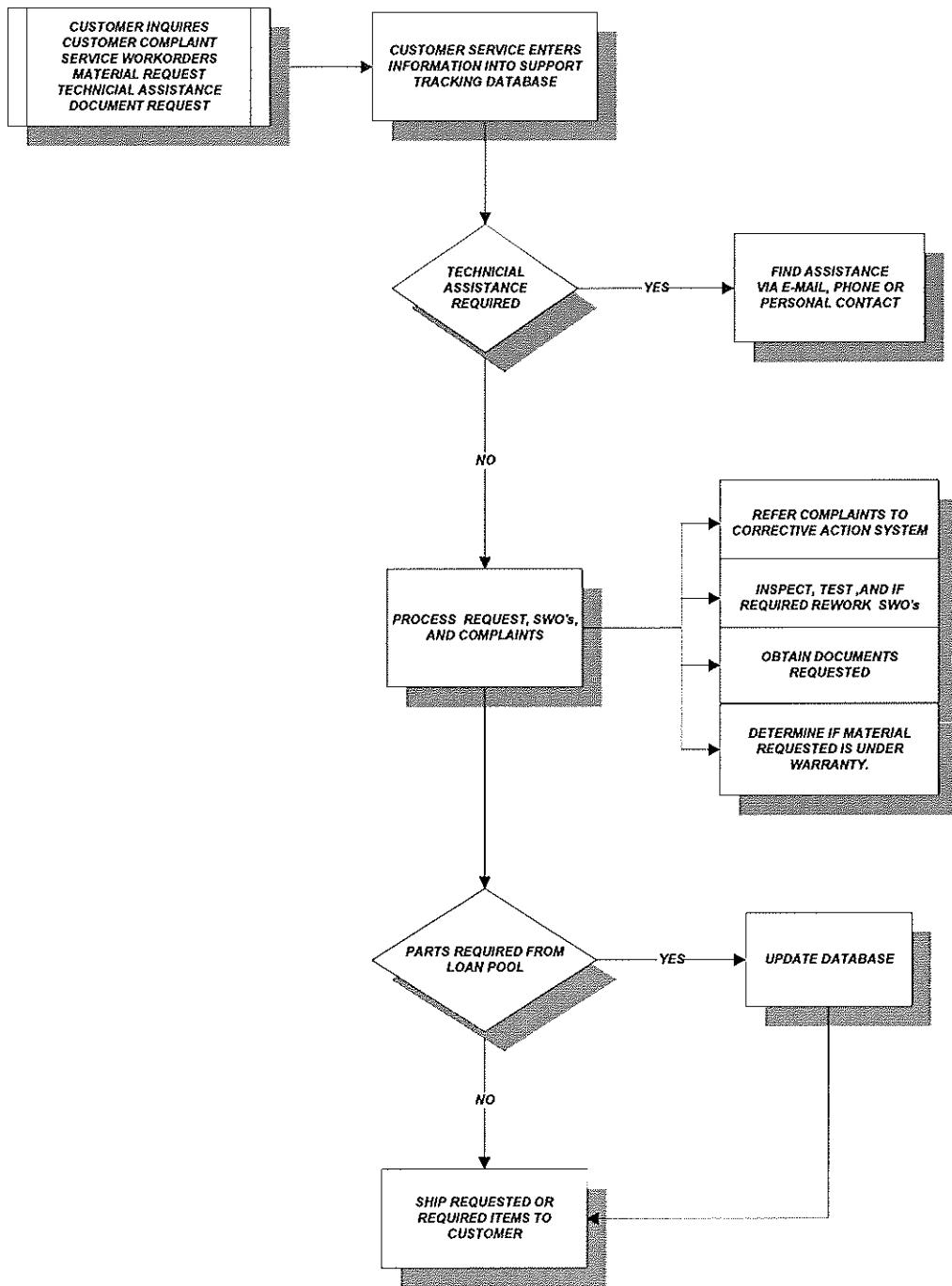
**SELEX ES ENTERPRISE MODEL
QUALITY MANAGEMENT SYSTEM (QMS)
MANUFACTURING
OVERVIEW**



SELEX ES ENTERPRISE MODEL
QUALITY MANAGEMENT SYSTEM (QMS)
PROJECT MANAGEMENT, FIELD OPERATIONS AND TRAINING
OVERVIEW



**SELEX ES ENTERPRISE MODEL
QUALITY MANAGEMENT SYSTEM (QMS)
AFTER SALES SUPPORT/CUSTOMER SERVICE
OVERVIEW**



5. References (MANDATORY/SCORED)

- a. Please reference Business Reference Form (Appendix G).

6. Product Support (SCORED)

Question	Response
1. Where are your technical support locations?	We have 24/7 tech support based out of Greensboro, NC. We also have remote tech support throughout the USA.
2. What is the native operating system for your back office software?	Elsag's software (EOC) supports the current release of Microsoft's operating systems. EOC is a .NET web application that runs on newer editions Windows Server.
3. How do you publish and distribute software patches?	Software version updates are released approximately every six months, and are installed and distributed to customers under warranty by our help desk.
4. Describe software support including: support tiers, response times, support hours, resolution assurance, change requests, escalation procedures, etc.	Our help desk handles all hardware and software support requests on a best effort basis. We do not guarantee either a response time or a time to resolution; however, historically we have responded same-day, and typically within 2 hours. Resolutions may require software updates. The help desk works in conjunction with Elsag's software development and Professional Services teams as needed.
5. Do you provide an "800" number for Help Desk support calls that is included in the price of your system or is it an extra cost?	Yes, it is included in the price of the system for the first year and it is included in the warranty for subsequent years.
6. What are your response times for hardware (cameras) and software (Back Office application)? Provide any costs associated with your service offerings (e.g., "premium one hour response - \$\$/call").	Hardware repairs are turned around within 24-48 hours once the hardware is received in at the repair location. We do not guarantee either a response time or a time to resolution; however, historically we have responded same-day, and typically within 2 hours. Resolutions may require software updates. The help desk works in conjunction with Elsag's software development and Professional Services teams as needed. Elsag does offer a Gold Plan that does offer premium response times for hardware and software support. Pricing is based on the needs of the customer.
7. Describe the software and hardware warranty coverage for your system.	Please see our attached warranty coverage – APPENDIX I ELSG First Year Warranty Terms and Disclosures

Question	Response
	<p>ELSAG Extended Warranty Terms and Disclosures</p> <p>ELSAG Hardware Warranty and Exclusions – Repaired Equipment</p>
8. Describe the on-going maintenance services that your company would make available to WSP.	We do not offer any on-going maintenance services that are outside of the standard warranty/Gold Plan.
9. Factory authorized service and repair facilities for the camera equipment as well as the application must be available. Please indicate firm name and address of closest service facility in the Puget Sound area for both hardware and software. However, Vendor should identify all manufacturer authorized service and repair facilities located within Washington and/or adjacent states.	No current factory authorized service and repair facilities within Washington and/or adjacent states. However, we will engage with 3 rd party vendors if awarded.

7. Related Information (MANDATORY/NOT SCORED)

- a. If the Vendor or any subcontractor contracted with the state of Washington during the past 24 months, indicate the name of the agency, the contract number and project description and/or other information available to identify the contract.
- i. Washington State Patrol purchased an IACP demo in September 2015 at a discounted rate.

**STATE OF WASHINGTON
Field Order**

167073

9/24/2015(10:59)

FROM Washington State Patrol 1002 WSP SUPPLY (MAIL) WA State Patrol Supply Section PO Box 42626 Olympia, WA 98504-2626		AGENCY NO 226	LOC 002	Ship To : 0100 DIST 1 HQ TACOMA ATT: LT. O'SHANNON IACP AWARD SYSTEM CURRENTLY IN POSSESSION OF WSP							
TO : Vendor F.I.N: 98-0368098 SELEX ES DBA ELSAG NORTH AMERICA 203 H CREEK RIDGE RD GREENSBORO, NC 27406		MAIL INVOICE TO : WA State Patrol Supply Section PO Box 42625 Olympia, WA 98504-2626									
Deliver The Articles Ordered Below In Accordance With The Instructions Below And The Terms And Conditions Of The State of Washington											
AUTHORITY OR CONTRACT NUMBER RCW 39.26			PRICE F.O.B			PAYMENTS TERMS					
Line	Item	Vendor Part# Description	Quantity	Price	Tax1	Tax2	Total				
1		PER QUOTE; 11060 ALPR 14002-MPH-900 MS2 LICENSE PLATE READER PURCHASED AT SPECIAL PRICING. IACP AWARD SYSTEM CURRENTLY IN POSSESSION OF WSP.	1 EA	\$7,500.0000	\$705.0000	\$0.0000	\$8,205.0000				
TAG # _____ Subtotal: \$7,600.0000 Tax1 Total: \$705.0000 UseTax Total: \$0.0000 Freight: \$0.00 PO Total: \$8,205.0000											
Description: PER QUOTE; 11060 ALPR 14002-MPH-900 MS2 LICENSE PLATE READER PURCHASED AT SPECIAL PRICING. IACP AWARD SYSTEM CURRENTLY IN POSSESSION OF WSP, FOR COLLIN OVERAND-PEARSON (LT. O'SHANNON)						RECEIVED BY	DATE				
INSTRUCTIONS 1. SHOW BOTH AUTHORIZATION NO. & FIELD ORDER NO. ON ALL INVOICES, PACKAGES & SHIPPING DOCUMENTS.											
TO VENDOR:		2. WASHINGTON STATES SALES TAX APPLIES TO THIS ORDER. 3. BY ACCEPTING AND PROCESSING THIS PURCHASE ORDER, VENDOR CERTIFIES THEY ARE NOT DEBARRED, SUSPENDED, PROPOSED FOR DEBARMENT, DECLARED INELIGIBLE, OR VOLUNTARILY EXCLUDED FROM PARTICIPATING IN ANY CONTRACT (THIS PURCHASE ORDER IS A CONTRACT) BY ANY FEDERAL DEPARTMENT OR AGENCY (www.epls.gov).									
PREPARED BY THERESA JENSEN		TELEPHONE NUMBER 360-704-5451		DATE 9/24/2015		AGENCY APPROVAL <i>[Signature]</i>	DATE 9/24/15				
DOC. DATE	PMT DUE DATE	CURRENT DOC. NO.	REF. DOC. NO.	VENDOR NUMBER	VENDOR MESSAGE		OMWBE CODE				
TRAN	M	FUND	AI	PI	PROJECT	SUB/SUB OBJECT	SUBS DR/CR	INVOICE DATE	USE TAX CODE	AMOUNT	INVOICE NUMBER
		081	510	00111	GAM1	JC				\$8,205.0000	
ACCOUNTING APPROVAL FOR PAYMENT				DATE			WARRANT TOTAL			WARRANT NUMBER	

b. If the Vendor's staff or subcontractor's staff was an employee of the state of Washington during the past 24 months, or is currently a Washington State employee, identify the individual by name, the agency previously or currently employed by, job title or position held and separation date. Identify any State employees or former State employees employed or on the Vendor's governing board as of the date of the proposal. Include their position and responsibilities within the Vendor's organization. If following a review of this information, it is determined by WSP that a conflict of interest exists, the Vendor may be disqualified from further consideration for the award of a contract. Include any staff member(s) who will perform work on this contract and has retired from the State of Washington under the provisions of the 2008 Early Retirement Factors legislation.

i. N/A

c. If the Vendor has had a contract terminated for default in the last five years, describe such incident. Termination for default is defined as notice to stop performance due to the Vendor's non-performance or poor performance and the issue of performance was either (a) not litigated due to inaction on the part of the Contractor, or (b) litigated and such litigation determined that the Contractor was in default.

i. N/A

d. Submit full details of the terms for default including the other party's name, address, and phone number. Present the Vendor's position on the matter. WSP will evaluate the facts and may, at its sole discretion, reject the proposal on the grounds of the experience. If no such termination for default has been experienced by the Vendor in the past five years, so indicate.

i. N/A

8. Subcontractors. (MANDATORY/NOT SCORED) Using the format example below, identify any subcontractors who will perform services in fulfillment of contract requirements; the nature of services to be performed and include federal tax identification number (TIN) for each subcontractor.

Name/Address/Contact/Phone:	TIN:	Brief description of the nature of Service Provided (e.g. testing, sampling, pick-up, etc.):
N/A		

RESPONSE TO APPENDIX C, Business Requirements

1. Physical Characteristics and Specifications (maximum 75 pts.)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
1. Availability of mobile cameras (vehicles)	✓	✓	✓	✓	
2. Availability of fixed cameras (bridges, ferry terminals, roadside, etc.)	✓				
3. Cameras shall be rated for Ingress Protection for resistance to extreme weather (temperature, maritime, water, wind, heat, cold, rain, humidity, salt spray/fog, corrosion), and vibration shock/ML-STID-810G Method 514.6, and certain Hazardous Materials (i.e. motor oil, brake oil, transmission fluid, chemicals being hauled.)	✓				<p>Hardware meets Ingress Protection. Hardware is IP67 rated.</p> <p>Cameras are being currently tested for ML-STID-810G Method 514.6. Results can be obtained if awarded.</p>

		Hardware meets Ingress Protection. Hardware is IP67 rated. Cameras are being currently tested for ML-STD-810G Method 514.6. Results can be obtained if awarded.
4. Fixed and mobile mounts shall be rated for Ingress Protection for resistance to extreme weather (temperature, maritime, wind, heat, cold, rain, humidity, salt spray/fog, corrosion), and vibration shock/ML-STD-810G Method 514.6, and certain Hazardous Materials (i.e. motor oil, brake oil, transmission fluid, chemicals being hauled.)	✓	
5. Mobile ALPR shall not require extensive use of power as Troopers use available vehicle power outlets for laptops/tablets, printers, scanners, etc. Please provide your operational amperage to operate the system.	✓	1.45 a @12vDC 18 watts

6.	High resolution camera. Please provide specifications on your camera resolution and the average size of each picture file.	✓		
7.	Camera can produce high quality images while reading license plates from inside the vehicle through a windshield or window.	✓		This feature is not standard for our ALPR cameras. Customer in the past have used them behind glass with low read rate.
8.	Can mount and arrange cameras in different arrangements and locations.	✓		
9.	Ability to camouflage for undercover work:	✓		
a.	Mounting in certain ways	✓		Mounting can be customized based on the type of vehicle if WSP chooses to install in different locations.
b.	Color of camera and cabling		✓	Black only
10.	Wiring connects to vehicle base station to allow for easy laptop disconnect.	✓		
11.	The camera must have high up-time. How often does the unit have to be serviced?	✓		Cameras are designed not to have to be powered down, only need to be serviced if issues are found.
12.	The ALPR unit shall be able to detect and correctly read	✓		

license plates without interference from, nor interfere with, the surrounding environment such as radio and television broadcast stations, military communications, and transmitters on vehicles such as cellular phones and CB radios. RF Interference: Camera cables shielded using MIL-SPEC connectors	<input checked="" type="checkbox"/>	In development for 3 rd party cameras.
13. Ability to integrate license plate recognition software with third party cameras (FLIR).		
14. Each ALPR unit should be GPS capable.	<input checked="" type="checkbox"/>	
15. Ability to move ALPR equipment from vehicle to vehicle easily out in the field (i.e., equipment is not permanently attached).	<input checked="" type="checkbox"/>	

2. Scan License Plates (maximum 75 pts.)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
1. Scan license plates of vehicles in motion on the highway, at highway speeds, from a moving patrol vehicle	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	

a. The camera can "self-trigger" upon the presence of a license plate in the camera's field of view.	✓		
2. Scan license plates of stationary vehicles in queues or parking lots from a moving patrol vehicle.	✓		
3. Reading vertical stacked characters or recognizing small characters.	✓		
4. Scan license plates of vehicles in motion on the highway, at highway speeds, from a stationary patrol vehicle.	✓		
5. Scan license plates of vehicles passing on the highway, at highway speeds, from a fixed location.	✓		
a. Have a high resolution camera that accurately reads license plates in motion.	✓		
6. Ability to scan license plates of vehicles in line at ferry terminals from a fixed location.	✓		
7. Camera malfunction in one location shall not prevent normal operation of cameras in other locations (i.e. you have five cameras in a row. A camera outage at the second position should not affect cameras 3, 4, and 5).	✓		
8. The device shall be able to read plates from other states (compliant with appropriate state legislation) from Oregon, Idaho, and California as a minimum. Note: It is understood that the system will not be able to recognize the "state of origin" when reading plates.	✓		
9. The ALPR system shall recognize license plates that are compliant with Washington legislation for the current style and manufacture of license plates.	✓		
10. Ability for the ALPR cameras to face the rear, sides, and front of a vehicle.	✓		

3. Back Office & System Administration (maximum 125 pts.)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
1. Have a common server:	✓	✓	✓	✓	
1. So that the system can flag a vehicle license plate (VLP) and receive a notification if captured via ALPR elsewhere in the state.	✓				
2. So that the system can link all ALPR equipment for data sharing.	✓				
2. The (VLP) and image of vehicle is transmitted to the “back office” for comparison against various law enforcement databases (e.g., WACIC, NCIC, Amber Alert, etc.).	✓				
3. Ability to upload updates to hotlists in real time.	✓				
4. Ability to provide email or text notifying of updates to the database.	✓				
5. Ability to download data in Excel or certain formats. Please clarify what formats data can be downloaded in.	✓				Both Elsag's mobile and server applications are capable of loading hotlist data from a plain text file (e.g.- .txt, .text, .csv). Other file formats are not supported. The server application is able to ingest records in basically any format through the use of a customized parser, which we develop specifically for a given source list. On the other hand, the mobile application expects data in this fixed-length record format, one record per line: PPPPPPSS#AFree text.

		where PPPPPP is the plate string. right-padded with spaces, SS is the state abbreviation, #A is one of 10 alarm type numbers (stolen vehicle, wanted person, scofflaw, etc), and Free text is a free text field.
6. Ability for a user to add data elements like comments, carrier name, etc to a hotlist so as to provide helpful additional information to other law enforcement personnel.	✓	
7. Ability to track routes and timeframes of captured license plates.	✓	
8. Collect and analyze all license plates captured across ALPR units across the state, to provide the ability to research suspicious patterns.	✓	
9. System integration with PMDC, so I can obtain additional information on the vehicle and vehicle owner.	✓	Elsag's mobile application runs on the existing in-vehicle computer in most cases.
10. If there is no record of the VLP on any such database, the ALPR system will record the reading and log the read and the image in a running log.	✓	Elsag's systems capture all read plates, and retains them per administrator-configured retention parameters.
11. The ALPR System shall maintain a record of the number of "hits" made and the details of all matches.	✓	
12. A "priority" will be established for each database (e.g., NCIC, Amber Alert, etc.), definable by the end user. While an operator is working with a VLP match on the workstation display, should another VLP match be made it shall, depending on whether its database priority is higher or lower than that being dealt with, place the new match "behind" or "in-front" of the current match. Note: "priority database display" applies if the same VLP "hit" occurs in several databases or if while viewing a current VLP match a new VLP "hit" occurs in another database.	✓	All alarms display

13. After a valid user logs onto the system the user shall be given an option to import new database updates.	✓		System is designed to automatically update; users are still able to input manual information into database.
14. The end user shall be able to create and edit hotlists.	✓		
15. The database shall be able to integrate with other vendor ALPR systems to increase our hotlist footprint.	✓		Elsag does provide an API for integration.
16. Ability to send an email notification (interface with Outlook) and/or text message to possibly include a picture, notifying of a hit for a specified license plate, or any license plate from a specified hotlist.	✓		
17. Purge all records at a user defined increment (preferably in "day" increments, i.e. 90 days).	✓		
18. Select specific records to be purged on a unique schedule (If there is criminal activity, the life of the record could be extended).		✓	Yes, compliant referring to alarm category – archiving is manual - We can change retention for alarm based
19. System integrates with Microsoft's Active Directory.	✓		
20. Supports multiple users from multiple remote locations to log into the Back Office simultaneously for data entry, making inquiries, data analysis, generating reports, etc.	✓		
21. The system shall offer granular levels of permission and access to the back office database for external to WSP agencies/users which can be configured by the system administrator. Perhaps through a web app or another means.	✓		
22. The system shall offer granular levels of permission and access to the back office database for users which can be configured by the system administrator.	✓		
23. The system shall offer different levels of permission and access to hotlists for users which can be configured by the system administrator.	✓		
24. Provides system administration functions to add, edit, and delete users.	✓		

25. Provides system administration functions to place users in groups by permissions.	✓				
26. System monitors the health of the external equipment and detects "failed" equipment and reports on it (cameras, communication devices, etc.). These failures should be reported to the "back office" system as an "alert" and email notification.	✓				In development.

4. User Experience and Notification (maximum 100 pts.)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
1. Have an easy user interface that allows safe and complete interaction while driving.	✓	✓	✓	✓	
2. The ALPR system shall present an image of sufficient dimension and quality to allow the operator to identify the vehicle type and color.	✓				
3. At all times the operator will have the opportunity to correct any misreads by the system.	✓				
4. The application will provide the operator with a means to manually enter a license plate for checking against a hotlist or previously scanned VLP's. Any plates entered by this method will be sent to the database for matching and the transaction recorded in an audit trail.	✓				
5. All devices shall continue to read VLP's while the operator is viewing with a current match or viewing any other menu or sub menu of the system.	✓				
6. The system will be configurable to search 'covert' databases (special "watch lists") for specific users – not alerting general operators to vehicles that match those databases, but capable of remotely alerting the specific WSP parties with the appropriate privileges.	✓				

7. The system is capable of sending email notification and informational alerts to a number of groups/organizations.	✓	
8. End users can connect to ALPR cameras via a web browser interface from a remote workstation.	✓	
9. Provides a browser based interface for the system operators.	✓	
10. The system will provide for the addition of "event notes" to captured VLP recognition data screens as well as the entry of messages to "hit" data screens. These "notes" and "messages" would be sent to first responders by the operator and would be generally brief.	✓	
11. The "hit screen" will contain the plate patch, VLP interpretation, color overview of vehicle image, time of capture, database source identification, and other pertinent details from the database.	✓	
12. The System will automatically trigger an audible and visual alarm (that is user configurable) on the "hit screen" when a match is made against a database. The system will simultaneously provide the operator with a report from the database relating to the VLP match.	✓	

5. Training and Tech Support (maximum 75 pts.)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
	✓	✓	✓	✓	
1. WSP Fleet techs need training to install new units/wiring and/or replace existing units/wiring for repair.	✓				
2. Back Office training is available to the ALPR system administrator(s) and help desk technicians.	✓				
3. End users have access to an online training manual, and user guide (to include self-help troubleshooting).	✓				The EOC web application offers a link to download user documentation in .pdf format.
4. End users have 24/7 access to vendor for real time tech support (beyond internal tech support), to help resolve issues as quickly as possible (at no additional cost).	✓				
5. An efficient, timely, and documented warranty and/or repair process. Please provide documentation.	✓				
6. Ability to purchase ALPR equipment parts (end to end) to retain in WSP inventory.	✓				

6. Auditing and Reporting (maximum 50 pts.)

Requirement	Available	Partially Meets	Future Release	Not Available	Description/Comment
1. Set granular auditing capability to see who has done what in the system and when.	✓	✓	✓	✓	
2. The correction of any plate will be included in an audit trail and the corrected plate will be sent to the database for matching.		✓			This feature is currently in development and will be released during the time of install of the EOC software.
3. The system shall provide an audit trail capable of being presented as evidence including, at a minimum the following; log on/log off data, database upload information, and VLP 'hits' generated.	✓				
4. The system provides "canned" reports that can be generated from the data collected as well as providing the ability for WSP to develop reports from the data stored in a MS SQL Server database.		✓			EOC offers a feature-rich "dashboard" that gives administrators and power users a view of various data points, and that can be exported to a .pdf. However, direct access to the SQL database is discouraged, and is not supported.

RESPONSE TO APPENDIX D, Technical Requirements

Technical Requirements (MANDATORY/NOT SCORED)

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Comply	Don't Comply	Comments
1. Operating System (General): Supports editions of Microsoft Windows within their mainstream support and service pack support periods.	YES		
2. Operating System (General): Compatible with Windows User Account Control (UAC) technologies does not require modification of default UAC security levels.	YES		
3. Operating System (Server): Support for Windows Server 2012 R2 or later.	YES		
4. Operating System (Client): Support for Windows 7 SP1 (64-bit) or later is required.	YES		
5. Security: Compatible with Windows BitLocker Drive Encryption technologies.	YES		

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Comply	Don't Comply	Comments
6. Web Browser: Internet Explorer 11 or later.	YES		
7. Firewall/Antimalware: Compatible with Microsoft System Center Endpoint Protection.	YES		CERTAIN EXCEPTIONS MAY BE ADVISED TO IMPROVE PERFORMANCE
8. Virtualization: Fully supports virtualization on Microsoft Hyper-V technologies (2012 R2 or later).	YES		
9. Security: Product demonstrates implementation of the principle of least privilege. Applications are able to access only the information and resources that are necessary for their legitimate purposes. Excessive credential requirements such as necessitating Enterprise Admin/Domain Admin privileges (or similar requests) are not permitted.	YES		
10. Security: Vendor demonstrates knowledge of and action to security threats faced by modern enterprise IT.	YES		

TECHNICAL REQUIREMENTS				
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Comply	Don't Comply	Comments	
11. High-availability: Where server and application fault-tolerance apply, Microsoft Windows Failover Clustering and its associated back-end infrastructure must be supported. This includes (but is not limited to) fibre-channel attached shared storage, Cluster Shared Volumes (CSV), live migration, and performance resource optimization (PRO).	YES			
12. Management: Manageable by standard Windows technologies such as Terminal Services, Remote Desktop, Remote Assistance, and System Center Configuration Manager (SCCM) Remote Tools.	YES			
13. Management: Vendor provides a turnkey comprehensive Management Pack for use within System Center Operations Manager 2012 R2 or later.	NO			

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Comply	Don't Comply	Comments
14. Management: Includes a comprehensive suite of tools to facilitate centralized management, troubleshooting, and auditing. This includes (but is not limited to) a central management console, Active Directory Group Policy ADM/ADMX templates, server/client health reporting, and preferably SCCM Desired Configuration Management (DCM) packs.	NO		
15. Database: Microsoft SQL Server 2014 or later.	YES		
16. Database: Uses Microsoft SQL Server application components such as Integration Services and Reporting Services if such functionality is necessary.	YES		
17. Database: Database authentication via Windows Authentication. SQL authentication is not permitted.	YES		
18. Database: Requires no client-side database engine instance such as SQL Express or similar.	YES		

TECHNICAL REQUIREMENTS

DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Comply	Don't Comply	Comments
19. Code Base: Based on a Win32-native or Microsoft .NET Framework 4.5 or later managed code base.	YES		
20. Code Base: Leverages no deprecated Win16/Win32/MFC/.NET library or assembly functionality.	YES		
21. Code Base: No client-side components may depend on or require in any way the Java Runtime Environment (JRE).	YES*		UPDATING CAMERA FIRMWARE OR REGIONAL PROTOCOLS DOES REQUIRE JAVA, BUT DAILY OPERATION DOES NOT. IF JAVA IS OBJECTIONABLE, OFFLINE UPDATING USING A PURPOSE-DEDICATED PC IS POSSIBLE IN THE OCCASIONAL INSTANCES THAT IT IS NECESSARY
22. Web Server: Requires no Java-based server technologies such as IBM WebSphere, Apache Web Server, Apache Tomcat.	YES		
23. Web Server: Microsoft IIS 8.5 or later.	YES		
24. Firewall/Antimalware: Compatible with Microsoft Windows Firewall technologies.	YES		
25. Reverse Proxy Access: Compatible with Microsoft Forefront Threat Management Gateway/F5/Kemp or similar.	YES		

TECHNICAL REQUIREMENTS				
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Comply	Don't Comply	Comments	
26. Messaging: If messaging functionality is required, must support use of either the Microsoft Outlook 2010 (or later) API and/or fully support Microsoft Exchange 2013 or later web services.	NO		EMAILING RELIES ON AN AVAILABLE SMTP SERVER OR RELAY	
27. Authentication (Users): Product must use Microsoft Active Directory Domain Services as the primary means of user authentication and user information lookup. An internal/proprietary user database may be available but must not be required, unless otherwise specified by WSP Information Technology Division (ITD).	YES*		ALL CLIENT SYSTEMS REPORTING TO THE CENTRAL SERVER MUST RESIDE IN A COMMON DOMAIN STRUCTURE, AND ALL USERS MUST RESIDE IN THE SAME DIRECTORY TREE. FURTHERMORE, EOC REQUIRES A SET OF LDAP CREDENTIALS WITH SUFFICIENT PRIVILEGES TO READ FROM THAT TREE	
28. Authentication (Users): Must support and use integrated Windows authentication to Microsoft Active Directory Domain Services. The Windows credential currently logged on should be automatically detected and used for subsequent user authentications unless otherwise specified.	YES*		THIS IS AVAILABLE IN THE CLIENT SOFTWARE, SUBJECT TO THE LIMITATIONS IN COMMENT 27, BUT THE SERVER USES A WEB APPLICATION INTERFACE THAT REQUIRES ALL USERS TO LOG IN, REGARDLESS OF WHO IS LOGGED INTO WINDOWS	

TECHNICAL REQUIREMENTS

DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Comply	Don't Comply	Comments
29. Authentication (Computers): If computer authentication is required, must support and use Microsoft Active Directory Domain Services to validate current host against a published domain computer account.	YES		
30. Authentication (Multi-factor): Must not interfere with the use of multi-factor authentication technologies such as smart cards, key fobs, etc. built into the Windows operating system.	YES		
31. Authentication (SSO): Any single sign-on technologies used must be fully compatible with and use Microsoft Active Directory Domain Services.	YES		
32. Active Directory: Requires no modifications to Active Directory schema.	YES		

TECHNICAL REQUIREMENTS			
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Comply	Don't Comply	Comments
33. Logging: Uses Windows Event Viewer technologies for logging. Must use unique event IDs and event source names so to facilitate effective filtering, triggering, audit, and capture.	YES		
34. Deployment (Client): Fully implements a silent installation option and supports the use of System Center Configuration Manager for deployment.	NO		CLIENT SOFTWARE INSTALLATION MUST BE DONE MANUALLY, AS EACH INDIVIDUAL INSTANCE MUST BE INSTALLED USING A UNIQUE SITE CONFIGURATION FILE THAT IS GENERATED FROM THE SERVER
35. Deployment: Uses an industry standard Microsoft-certified installer such as Windows Installer, InstallShield, etc.	YES		
36. Network: Must not use Windows Internet Naming Service (WINS) name resolution technologies, DNS only.	YES		
37. Network: Must not use the Windows Computer Browser service.	YES		

TECHNICAL REQUIREMENTS				
DESKTOP REQUIREMENTS 1-8 SERVER REQUIREMENTS 9-38	Comply	Don't Comply	Comments	
38. Currency: Vendor demonstrates adherence to a well-documented software development lifecycle open to inspection and has a verifiable history of maintaining technical currency. This includes operating systems, development frameworks, deployment, patching, security, and virtualization technologies, and general enterprise IT industry trends.	YES			

APPENDIX E

APPENDIX E

OFFER, CERTIFICATIONS, AND ASSURANCES

I/we have read and understand all information contained within this entire bid package.

I/we make the following certifications and assurances as a required element of the proposal to which it is attached, understanding that the truthfulness of the facts affirmed here/ declare that all answers and statements made in the proposal are true and correct and the continuing compliance with these requirements are conditions precedent to the award or continuation of the related contract(s).

The prices and/or cost data/bid submittal information has been determined independently, without consultation, communication, or agreement with others for the purpose of restricting competition. However, I/we may freely join with other persons or organizations for the purpose of presenting a single bid. No attempt has been made or will be made by the Bidder/Proposer to induce any other person or firm to submit or not to submit a proposal for the purpose of restricting competition.

Unless otherwise required by law, the prices and/or cost data which have been submitted have not been knowingly disclosed by the Bidder and will not knowingly be disclosed by him/her prior to opening, directly or indirectly to any other bidder or to any competitor.

In preparing this proposal, I/we have not been assisted by any current or former employee of the state of Washington whose duties relate (or did relate) to this proposal or prospective contract, and who was assisting in other than his or her official, public capacity. Any exceptions to these assurances are described in full detail on a separate page and attached to this document.

The attached proposal is a firm offer for a period of 60 days following receipt, and it may be accepted by WSP without further negotiation (except where obviously required by lack of certainty in key terms) at any time within the 60-day period.

I/we further offer to furnish materials, equipment or services in compliance with all terms, conditions, and specifications herein including all amendments.

I/we understand that WSP will not reimburse me/us for any costs incurred in the preparation of this proposal. All proposals become the property of WSP, and I/we claim no proprietary right to the ideas, writings, items, or samples, unless so stated in this proposal.

I/we agree that submission of the attached proposal with an authorized signature constitutes complete understanding and compliance of this Request For Qualifications and Quotations solicitation contents and all incorporated and attached Appendixs, schedules, and amendments including the sample contract and general terms and conditions and certifies that all necessary facilities or personnel are available and established at the time of bid submittal. If there are any exceptions to these terms, I/we have described those exceptions in detail on a page attached to this document.

Guin Thompson
(Typed or Printed Name)

Sr. Contracts Manager
(Title)


Vendor's Signature

11-15-2016
(Date)

APPENDIX F**VENDOR'S PROFILE**

COMPANY INFORMATION. Complete the information below, which will be used for contract administration:

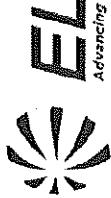
Selex ES, Inc.	ELSAG
Legal Company Name	DBA
Corporation	1994
Legal Status	Year Company Established
Desiree Dorrie, Field Operations Manager	desiree.dorrie@elsag.com
Company Contact Name	Email
336-379-7135	
Phone	Washington State Tax ID Number
DUNS: 198749777	www.elsag.com
Universal Business Identifier Number	Company Website URL if available
205 H Creek Ridge Road	Greensboro, NC 27406
Company Address	City State Zip
Mailing Address (if different)	City State Zip
Vanessa Pangle	
Billing Contact Name	Statewide Vendor Number
Billing Address (if different)	City State Zip

ATTACH the following:

- Organizational chart
- List of principal officers including Name, Title, Address, and Telephone number

RECIPROCITY

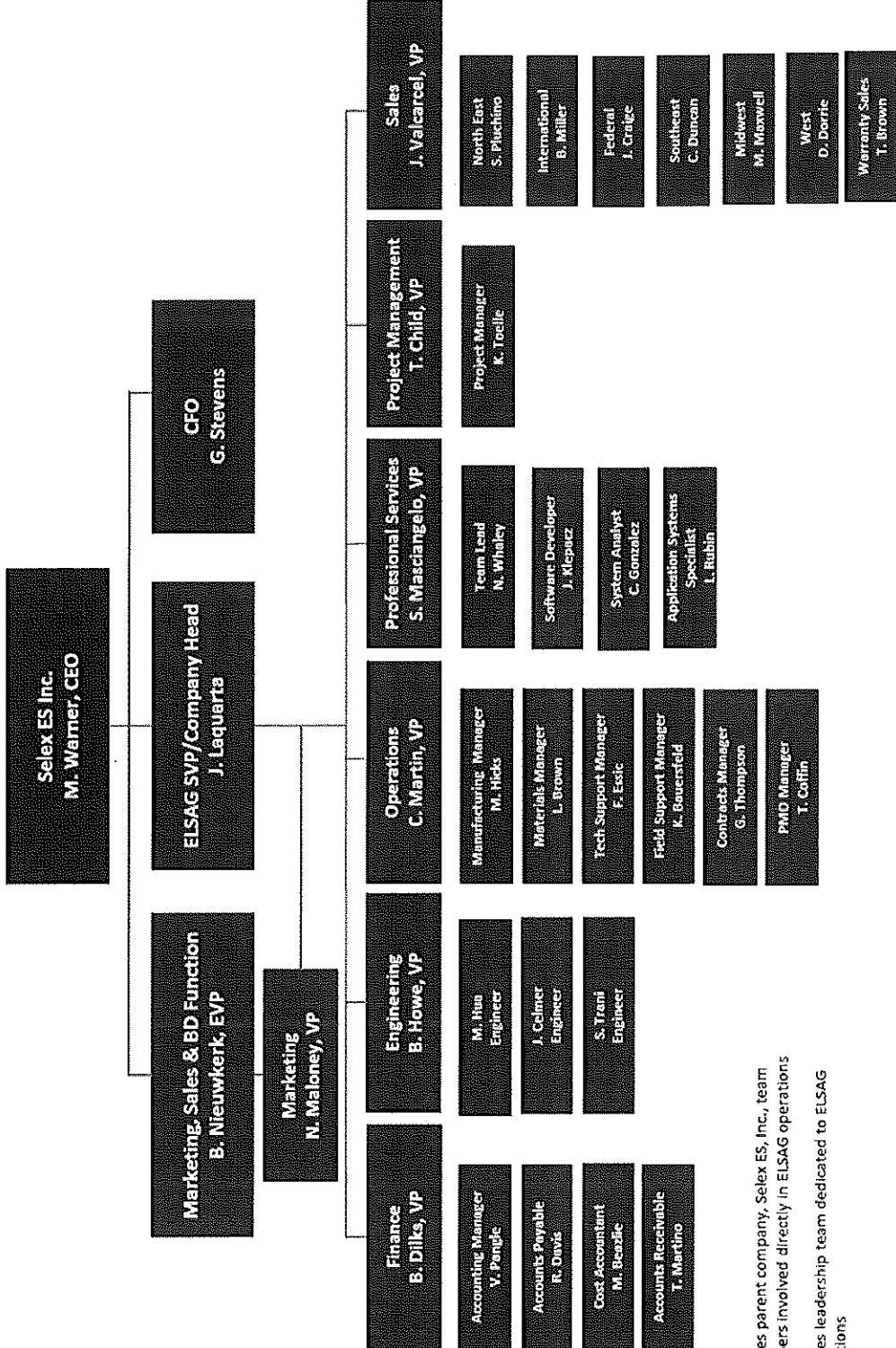
Firms bidding from California only: Is your firm currently certified as a small business under California Code, Title 2, Section 1896.12? Yes No



ELSAG
Advancing License Plate Recognition

Your Mission... Is Our Mission!

ELSAG ORGANIZATIONAL CHART



Denotes parent company, Selex ES, Inc., team members involved directly in ELSAG operations

Denotes leadership team dedicated to ELSAG operations

**Selex ES, Inc. d/b/a ELSAG****Officer Information**

Name	Title	Address – Phone Number
Mike M. Warner	Chief Executive Officer	11321 w 160th Street Olathe, KS 66062 913-495-2654
Gary Stevens	Chief Financial Officer	14636 83rd Terrace Lenexa, KS 66215 913-495-2617
Bill Nieuwkerk	Sr Executive VP, Business Development	4836 Danielle Drive Doylestown, PA 18902 845-661-5753
Jason Laquatra	Sr. VP, Operations	206 Hilton Ave. Catonsville, MD 21228 336-453-4516
Julio Valcarcel	VP, Sales	205 H Creek Ridge Road Greensboro, NC 27406 410-960-3535
Guin Thompson	Contracts Manager	205 H Creek Ridge Road Greensboro, NC 27406 336-379-7135

ELSAG is a division of Selex ES, Inc. a Leonardo Company

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Fax +1 336 379 7164

7 Sutton Place
Brewster, NY 10509 USA
Tel +1 845 278 5425
info@elsag.com

APPENDIX G**BUSINESS REFERENCE FORM**

Reference 1	
Company Name	New York State Police
Company Address	Palisades Interstate Parkway Bear Mountain NY 10911
Contact Person's Name and Title	Sgt. Jim Daily
Phone Number (Best # to reach them)	518-485-9968
Time period you provided services	2007 - Current
Brief description of the services: Provided Mobile and Fixed ALPR Systems.	

Reference 2	
Company Name	Virginia State Police
Company Address	7700 Midlothian Turnpike North Chesterfield, VA 23235
Contact Person's Name & Title	Sgt. Robert Alessi
Phone Number (Best # to reach them)	571-283-2745
Time period you provided services	2007 - Current
Brief description of services: Provided Mobile and Fixed ALPR Systems.	

Reference 3	
Company Name	DC Metropolitan Police
Company Address	2850 New York Avenue Northeast Washington DC 20018
Contact Person's Name & Title	LPR Coordinator James Manning
Phone Number (Best # to reach them)	202-437-1688
Time period you provided services	2007 - Current
Brief description of services: Provided Mobile and Fixed ALPR Systems	

Completed Attachment A, Cost/Pricing

Cost Pricing Matrix

Item	Description	Quantity	Unit Price	Extended Price
4.7.1	One-Time Hardware/Software			
4.7.1.1	Camera - Black & White	40	\$11,500	\$460,000
NOTE	Mobile system has B&W and color combo. See example of 2-camera mounting on next tab (hardware and mounts included in cost)			
4.7.1.2	Camera - Color		\$0	\$0
4.7.1.3	"Back Office" Software License	40	\$1,275	\$51,000
NOTE	Software license is per source processor			
4.7.1.4	"Back Office" Hardware	1	\$35,000	\$35,000
NOTE	Please see attached: SQL Server Hardware Specs.PDF and APP_Web_Image Store Server Hardware Specs. PDF. (Hardware is subject to change based on manufacturer availability, however Elsag will provide comparable substitute if necessary)			
4.7.1.5	MS SQL Server Database Software License	NONE	NONE	\$0
NOTE	Included in "Back Office" Hardware			
4.7.1.6	3rd Party Software (explain/itemize)	NONE	NONE	\$0
4.7.1.7	Other - One-Time Hardware/Software (explain/itemize)		\$0	\$0
	One-Time Hardware/Software SubTotal		\$47,775	\$546,000
4.7.2	Maintenance/Support			
4.7.2.1	Software Maintenance Year 1 (warranty)	NONE	NONE	\$0
NOTE	First year is included with purchase			
4.7.2.2	Annual Software Maintenance Year 2	40	\$995	\$39,800
4.7.2.3	Annual Software Maintenance Year 3	40	\$995	\$39,800
4.7.2.4	Hardware Maintenance (after warranty) (explain/itemize)		\$0	\$0
NOTE	If a piece of hardware requires maintenance outside of warranty, diagnostics will be performed by Elsag and a quote will be provided for repair/replacement after diagnostics are performed.			
4.7.2.5	Other - Maintenance/Support (explain/itemize)		\$0	\$0
	No additional maintenance required, no annual fees or subscriptions			
	Maintenance/Support SubTotal		\$1,990	\$79,600
4.7.3	Warranty			
4.7.3.1	Software (months - explain/itemize)		\$0	\$0
NOTE	First year is included with purchase - Years 2, 3, and 4 are available for purchase in conjunction with the hardware warranty listed below OR if only software coverage is needed, that is available for purchase at a cost of \$995 per system, per year (see 4.7.2.2 and 4.7.2.3)			
4.7.3.2	Hardware (months - explain/itemize)		\$0	\$0
NOTE	First year is included with purchase - Years 2 , 3 and 4 are available for purchase at a cost of \$1,720 per system, per year (includes software warranty)			

		Warranty SubTotal		\$0	\$0
4.7.4	Professional Services				
4.7.4.1	Pre-Implementation Activities (explain/itemize)	NONE	NONE		\$0
NOTE	Project management to coordinate installation of mobile systems (no charge)				
4.7.4.2	Design (explain/itemize)	NONE	NONE		\$0
4.7.4.3	Installation Services (explain/itemize)	3	\$1,250	\$3,750	
NOTE	Regarding amendment 1, question 6, WSP will handle the installation of Mobile LPR systems. Elsag will provide training to WSP for installation services. This line item is for the cost of an Elsag tech dispatch and 3 days of onsite training.				
4.7.4.4	System and User Documentation (explain/itemize)	NONE	NONE		\$0
4.7.4.5	Other - Professional Services (explain/itemize)			\$0	\$0
	Professional Services SubTotal			\$1,250	\$3,750
4.7.5	Training				
4.7.5.1	User Training (# of students)			\$0	\$0
NOTE	No charge				
4.7.5.2	IT System Administrator Training (# of students)			\$0	\$0
NOTE	No charge				
4.7.5.3	Other - Training (explain/itemize)			\$0	\$0
	Training SubTotal			\$0	\$0
	Total			\$51,015	\$629,350

Ford Interceptor SUV Mobile Transportable Install



Cost Pricing Matrix

Item	Description	Quantity	Unit Price	Extended Price
4.7.1	One-Time Hardware/Software			
4.7.1. 1	Camera - Black & White		\$8,950	\$8,950
NOTE	Fixed system has B&W and color combo			
4.7.1. 2	Camera - Color		\$0	\$0
4.7.1. 3	"Back Office" Software License		\$1,275	\$1,275
NOTE	Software license is per source processor			
4.7.1. 4	"Back Office" Hardware	NONE	NONE	\$0
NOTE	Fixed systems will be supported by back office hardware listed in MOBILE cost matrix			
4.7.1. 5	MS SQL Server Database Software License	NONE	NONE	\$0
4.7.1. 6	3rd Party Software (explain/itemize)	NONE	NONE	\$0
4.7.1. 7	Other - One-Time Hardware/Software (explain/itemize)			\$0
OTHE R	Field Control Unit (FCU) - one required per site, can accommodate up to four cameras		\$7,495	\$7,495
OTHE R	Cables - one per camera - pricing depends on cable length, average price submitted.		\$835	\$835
OTHE R	Mount - one or two per camera, depending on results of physical site survey.		\$675	\$675
	One-Time Hardware/Software SubTotal		\$19,230	\$19,230
4.7.2	Maintenance/Support			
4.7.2. 1	Software Maintenance Year 1 (warranty)	NONE	NONE	\$0
NOTE	First year is included with purchase			
4.7.2. 2	Annual Software Maintenance Year 2		\$995	\$995
4.7.2. 3	Annual Software Maintenance Year 3		\$995	\$995
4.7.2. 4	Hardware Maintenance (after warranty) (explain/itemize)			\$0
NOTE	If a piece of hardware requires maintenance outside of warranty, diagnostics will be performed by Elsag and a quote will be provided for repair/replacement after diagnostics are performed.			
4.7.2. 5	Other - Maintenance/Support (explain/itemize)		\$0	\$0
	No additional maintenance required, no annual fees or subscriptions			
	Maintenance/Support SubTotal		\$1,990	\$1,990
4.7.3	Warranty			

4.7.3. 1	Software (months - explain/itemize)		\$0	\$0
NOTE	First year is included with purchase - Years 2, 3, and 4 are available for purchase in conjunction with the hardware warranty listed below OR if only software coverage is needed, that is available for purchase at a cost of \$995 per system, per year (see 4.7.2.2 and 4.7.2.3)			
4.7.3. 2	Hardware (months - explain/itemize)		\$0	\$0
NOTE	First year is included with purchase - Years 2 , 3 and 4 are available for purchase at a cost of \$610 per FCU, per year and \$1120 per camera, per year (includes software warranty)			
	Warranty SubTotal		\$0	\$0
4.7.4 Professional Services				
4.7.4. 1	Pre-Implementation Activities (explain/itemize)		\$0	\$0
NOTE	Physical site survey and project management (no charge)			
4.7.4. 2	Design (explain/itemize)			\$0
NOTE	<i>Elsag is unable to provide design costs until the pre-implementation activities have been completed.</i>			
4.7.4. 3	Installation Services (explain/itemize)			\$0
NOTE	<i>Elsag is unable to provide installation costs until the pre-implementation activities have been completed.</i>			
4.7.4. 4	System and User Documentation (explain/itemize)	NONE	NONE	\$0
4.7.4. 5	Other - Professional Services (explain/itemize)			\$0
NOTE	<i>Elsag is unable to provide additional professional costs until the pre-implementation activities have been completed.</i>			
	Professional Services SubTotal		\$0	\$0
4.7.5 Training				
4.7.5. 1	User Training (# of students)		\$0	\$0
NOTE	No charge			
4.7.5. 2	IT System Administrator Training (# of students)		\$0	\$0
NOTE	No charge			
4.7.5. 3	Other - Training (explain/itemize)		\$0	\$0
	Training SubTotal		\$0	\$0
	Total		\$21,220	\$21,220

*Using the limited amount of information provided
we are unable to confirm the quantity required
and have provided a sample site survey and
hardware quote. Any electrical or construction
work is not included on the estimate and would
be provided to WSP after physical site surveys
have been performed.*

Please see attached documents:

Cost Pricing-MOBILE.xlsx
Cost Pricing-FIXED.xlsx

APPENDIX I



ELSAG ALPR Systems - Main Office

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Support Line: 1-866-9MPH900

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FIRST YEAR WARRANTY TERMS AND CONDITIONS

ELSAG ALPR SYSTEMS

ONE (1) YEAR LIMITED HARDWARE WARRANTY COVERAGE

Selex ES Inc., d/b/a ELSAG, warrants this ELSAG Product (Product) against defects in design, materials, and workmanship under normal use in accordance with the specifications and documentation. The "Warranty Period" shall be for a period of ONE (1) YEAR from the date of installation by the original end-user Purchaser, unless otherwise agreed to between ELSAG and the Purchaser's authorized representative. If a hardware defect arises and a valid claim is received within the Warranty Period, at its option and to the extent permitted by law, ELSAG will either (1) repair the hardware defect at no charge, using new or refurbished replacement parts, or (2) exchange the product with a product that is new or which has been manufactured from new or serviceable used parts and is at least functionally equivalent to the original product.

EXCLUSIONS AND LIMITATIONS TO THE HARDWARE WARRANTY

ELSAG does not warrant that the operation of the Product will be uninterrupted or error free.

This Warranty excludes all of the following:

- a) errors or defects resulting from service by persons or entities other than ELSAG, errors or defects caused by modifications to the Product (including upgrades and repairs) by someone other than ELSAG or an ELSAG Authorized Service Provider;
- b) any Product which has been breached or opened (camera and trunk box/processing unit) by someone other than ELSAG or its Authorized Service Provider;
- c) compatibility with third-party hardware or software environments and errors in such environments such as may be caused by the installation or use of ELSAG Products;
- d) pre-existing conditions in the installation environment or vehicle, including those that may prevent proper operation of ELSAG Products (e.g. network connectivity problems);
- e) to damage resulting from accident, abuse, misuse, or introduction of foreign materials into the Product;
- f) products that have been repaired or modified by anyone other than ELSAG or its Authorized Service Provider;
- g) any and all damages resulting from failure to follow the manufacturer's instructions;
- h) third-party actions (i.e., fire, collision, vandalism, theft, hardware or software removal);
- i) acts of war or acts of God;
- j) damages from battery leakage or from improper use of or connection to any electrical source;
- k) cosmetic or non-critical defects of the case or frame of the Product or of any non-operating parts, including decorative parts;
- l) damage to the Product covered by an insurance policy (in such a case, this Warranty will cover any portion of an applicable deductible that applies to repair or replacement of the covered ELSAG Product(s), subject to the terms of coverage and exclusions set forth herein);
- m) preventative or routine maintenance; reinstallation of hardware or software, except as a result of a defect; normal software administration;
- n) modifications to hotlists or hotlist-related scripts;
- o) any damage which is not reported during the Term of this Warranty;
- p) costs associated with the installation, removal or reinstallation of the Product, including, but not limited to, road closures, permits, escorts, equipment rental;
- q) For Push Bumper Mounted Systems only: consumable parts, such as batteries and cables;
- r) camera lens glass breakage due to impact or vandalism.

TO THE EXTENT PERMITTED BY LAW, THIS WARRANTY AND REMEDIES SET FORTH ABOVE ARE EXCLUSIVE AND IN LIEU OF ALL OTHER WARRANTIES, REMEDIES AND CONDITIONS, WHETHER ORAL OR WRITTEN, STATUTORY, EXPRESS OR IMPLIED. AS PERMITTED BY APPLICABLE LAW, ELSAG SPECIFICALLY DISCLAIMS ANY AND ALL STATUTORY OR IMPLIED WARRANTIES, INCLUDING, WITHOUT LIMITATION, WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND WARRANTIES AGAINST HIDDEN OR LATENT DEFECTS. IF ELSAG CANNOT LAWFULLY DISCLAIM STATUTORY OR IMPLIED WARRANTIES THEN TO THE EXTENT PERMITTED BY LAW, ALL SUCH WARRANTIES SHALL BE LIMITED IN DURATION TO THE DURATION OF THIS EXPRESS WARRANTY AND TO REPAIR OR REPLACEMENT SERVICE AS DETERMINED BY ELSAG IN ITS SOLE DISCRETION.

No ELSAG reseller, agent or employee is authorized to make any modification, extension, or addition to this warranty. If any term is held to be illegal or unenforceable, the legality or enforceability of the remaining terms shall not be affected or impaired.

ELSAG's maximum liability under this Warranty, whether in contract, tort (including negligence or strict liability), or otherwise, shall be the cost of repair or replacement of the affected Products.

EXCEPT AS PROVIDED IN THIS WARRANTY AND TO THE EXTENT PROVIDED BY LAW, SELEXES (D/B/A ELSAG) IS NOT RESPONSIBLE FOR ANY DIRECT, INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES RESULTING FROM ANY BREACH OF WARRANTY OR CONDITION, OR UNDER ANY OTHER LEGAL THEORY IN CONTRACT, TORT (INCLUDING NEGLIGENCE OR STRICT LIABILITY) OR OTHERWISE, INCLUDING BUT NOT LIMITED TO LOSS OF USE; LOSS OF REVENUE; LOSS OF ACTUAL OR ANTICIPATED PROFITS (INCLUDING LOSS OF PROFITS ON CONTRACTS); LOSS OF THE USE OF MONEY; LOSS OF ANTICIPATED SAVINGS; LOSS OF BUSINESS; LOSS OF OPPORTUNITY; LOSS OF GOODWILL; LOSS OF REPUTATION; LOSS OF DATA, WHETHER OR NOT ELSAG IS OR HAS BEEN INFORMED OF THE POSSIBILITY OF SUCH DAMAGES.

For technical support or to arrange for service on your ELSAG product, call our toll-free 24-hour hotline at 1-866-9MPH900. Extended Warranty Programs can be purchased as an option to protect your product(s) for additional years. Please contact your ELSAG sales representative for detailed information about continued coverage, exclusions, and costs.

RETURN & RESTOCKING POLICY

We take our client satisfaction very seriously. We understand that, at times, clients may not be completely satisfied with their purchase of our products. We will accept returns under the following conditions:

- The customer is to call ELSAG Support at 866-967-4900 to request a Return Authorization Number.
- The returned equipment must be shipped back to ELSAG within 14 days of the Return Authorization Number request.
- New, unopened systems (if shipped within 60 days) can be returned. A 10% restocking fee will be charged.
- Lightly used systems in excellent physical condition (if shipped within the last 120 days) can be returned. A 25% restocking fee will be charged. Used systems with light physical wear (if shipped within the last 120 days) can be returned. A 35% restocking fee will be charged.
- Refunds will be applied against the outstanding balance upon receipt of payment (if there is an outstanding balance).
- Returned equipment shipped at customer expense.
- Damaged equipment may not be returned.

ELSG ALPR SYSTEMS**ONE (1) YEAR LIMITED SOFTWARE WARRANTY COVERAGE**

(a) Selex ES Inc., d/b/a ELSAG ("Licensor") warrants that the Software, without Modifications, will substantially conform to the Related Materials for the designated "Warranty Period," defined as ONE (1) YEAR from the date of installation by the original end-user Purchaser unless otherwise agreed to between Licensor and the Purchaser's authorized representative. Licensor does not warrant that Licensee's use of the Software and Related Materials will be uninterrupted or that the operation of the Software will be error-free or secure and hereby disclaims any and all liability on account thereof.

(b) If a Software defect arises and a valid claim is received within the Warranty Period, Licensor's entire liability and Licensee's exclusive remedy shall, at Licensor's discretion, be one of the following:

- (i) Licensor may attempt to correct or work around Errors;
- (ii) Licensor may replace the Software and Related Materials;
- (iii) Licensor may refund to Licensee the license fees, or part thereof, paid to Licensor upon return of the Software and Related Materials to Licensor or its authorized distributor.

(c) **THIS IS A LIMITED WARRANTY AND IT IS THE ONLY WARRANTY OR CONDITION MADE BY LICENSOR. LICENSOR EXPRESSLY DISCLAIMS TO THE FULLEST EXTENT POSSIBLE BY LAW ALL OTHER WARRANTIES, EITHER EXPRESSED OR IMPLIED, STATUTORY OR OTHERWISE, INCLUDING BUT NOT LIMITED TO IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, WITH RESPECT TO THE SOFTWARE AND RELATED MATERIALS. NO DEALER, AGENT, OR EMPLOYEE OF LICENSOR IS AUTHORIZED TO MAKE ANY MODIFICATIONS, EXTENSIONS OR ADDITIONS TO THIS LIMITED WARRANTY.**

If the media containing the Software is subject to accident, abuse, or improper use, or if Licensee makes any prohibited modifications to the Software during the warranty period, or if Licensee violates any term of this Warranty, then this warranty shall immediately and automatically terminate. This warranty shall not apply if the Software is used on or in conjunction with hardware or software other than which the Software has been designed or from what the Licensor has recommended.

UPDATES AND UPGRADES

For the purposes of this Warranty coverage, an "update" is defined as an incremental software fix to a current software version, whereas an "upgrade" is defined as the release of a newer software version containing substantive functionality changes.

Provided that Licensee is in compliance with the terms and conditions of the License Agreement, Licensor agrees to make available to Licensee all updates, upgrades, improvements, and enhancements for the Software, if any, at no charge for the Warranty Period described above and then at the then updated fee schedule thereafter. Nothing herein shall be construed or interpreted as requiring Licensor to develop any such upgrades, updates, improvements or enhancements. Licensee must remain in warranty coverage to receive the upgrades and updates. Lapse in warranty coverage will terminate Licensor's obligation to provide updates and upgrades. Software upgrades may result in additional service fees.

EXCLUSIONS AND LIMITATIONS TO THE SOFTWARE WARRANTY

This warranty does not apply to: (a) costs associated with the installation of the software; (b) incompatibility with other software; (c) user access restrictions; or (d) patches to existing software versions when a newer version is available.

SERVICE AGREEMENT TERMS AND CONDITIONS.

1. **General.** These general terms and conditions shall apply to all service provided to Customer by Selex ES Inc., d/b/a ELSAG. Additional terms and conditions governing particular service options or programs may be set forth on a supplement, provided by ELSAG to Customer ("Supplement"). Customer's submission of a purchase order or acceptance of service shall be deemed acceptance of these General Terms and Conditions and those set forth on applicable Supplements to the exclusion of any additional or different terms or conditions on Customer's purchase order, even if such order is expressly made conditional on ELSAG's assent to such additional or different terms.
2. **Agents.** ELSAG may appoint third parties to act as its agents in performance of its service obligations under this Service Agreement. All references herein to ELSAG shall be deemed to include such agents of ELSAG.
3. **Term.** The effective date of the initial term of service coverage shall commence with the initial installation of the product.
4. **Telephone Support and Remote Diagnosis.** To ensure that the product is repaired as quickly and efficiently as possible, Customer must work cooperatively with ELSAG Telephone Support to attempt to repair the product remotely upon their request. Such remote access may require that Customer establish an Internet connection, and to enable connectivity via services used by ELSAG such as LogMeIn Rescue, or a mutually agreed upon means of connectivity. If remote diagnosis and repair are not possible, the equipment may be returned to ELSAG for factory diagnosis and repair, or ELSAG may dispatch a technician to the site for an additional fee at Customer's request.
5. **Shipping.** For the repair or replacement of hardware under Warranty, ELSAG agrees to pay related shipping costs, including any insurance coverage.
6. **Indemnity.** ELSAG shall indemnify and hold Customer harmless from and against any claim of injury or damage to property to the extent it is caused by the negligent or wrongful acts or omissions of ELSAG while on Customer's premises.
7. **Confidentiality.** ELSAG recognizes that during the performance of service hereunder, ELSAG may be exposed to information of a confidential nature relating to the business of Customer. ELSAG agrees to hold such information in confidence for Customer to the same extent ELSAG provides for its own information and not to disclose such information to any other party without the prior written consent of Customer.
8. **LIMITATION OF LIABILITY. IN NO EVENT SHALL ELSAG BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES ARISING OUT OF SERVICE PROVIDED HEREUNDER, EVEN IF ELSAG HAS ADVANCE NOTICE OF THE POSSIBILITY OF SUCH DAMAGES.**
9. **Waiver.** Failure of either party to enforce any provision of this Agreement shall not be deemed a waiver of future enforcement of that or any other provision.
10. **Assignment.** Customer may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of ELSAG.
11. **Governing Law.** This Agreement shall be governed by the laws of the State of North Carolina without regard to the conflict of laws provisions. Any action under or relating to this Agreement shall be brought solely in the state and federal courts located in Greensboro, North Carolina. The United Nations Convention on Contracts for the International Sale of Goods shall not apply to this Agreement.
12. **Replacement Parts.** In the maintenance of any product, ELSAG may use new, or equivalent to new, parts or assemblies for equal or improved quality. All defective parts and assemblies become the property of ELSAG. ELSAG, at its option, may request the return of these parts.
13. **Coverage Eligibility.** Products that have been continuously covered by an ELSAG Warranty are eligible for immediate coverage under this Agreement. Other products will be eligible for coverage only if they meet ELSAG's specifications. At Customer's request, ELSAG may bring the product up to specification at ELSAG's then current rates for parts, labor and travel so that the product will be eligible for coverage.
14. **Fees.** Fees for service, if not covered by purchase contract or warranty, shall be as stated in a quotation and shall apply only to the products specified therein.
15. **Taxes.** Service fees are exclusive of all state/provincial and local sales, use, excise, privilege and similar taxes. Such taxes shall be paid by the Customer, unless a valid exemption certificate is furnished by Customer.
16. **Invoices and Payment.** Customer shall pay amounts invoiced within 30 days from the date of invoice, unless invoice specifies otherwise. Selex ES may withhold service if Customer fails to make any payment when due.
17. **Lawyer's Fees.** If litigation or collection is commenced to enforce any provision of this Agreement, the prevailing party shall be entitled to recover reasonable costs, including lawyer fees and collection costs.



ELSAG ALPR Systems - Main Office
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Brewster NY 10509 USA
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Fax +1-336-379-7164

EXTENDED WARRANTY TERMS AND CONDITIONS

ELSAG ALPR SYSTEMS

LIMITED HARDWARE WARRANTY COVERAGE

Selex ES Inc., d/b/a ELSAG, warrants this Hardware Product against defects in design, materials and workmanship under normal use in accordance with the specifications and documentation for the agreed upon "Warranty Period". If a hardware defect arises and a valid claim is received within the Warranty Period, at its option and to the extent permitted by law, ELSAG will either (1) repair the hardware defect at no charge using new or refurbished replacement parts, or (2) exchange the product for a new or refurbished Product of equivalent function, at its sole discretion.

EXCLUSIONS AND LIMITATIONS TO THE HARDWARE WARRANTY

ELSGAG does not warrant that the operation of the Product will be uninterrupted or error free.

This Warranty excludes all of the following:

- a) errors or defects resulting from service by persons or entities other than ELSAG, errors or defects caused by modifications to the Product (including upgrades and repairs) by someone other than ELSAG or a ELSAG Authorized Service Provider;
- b) any Product which has been breached or opened (camera and trunk box/processing unit) by someone other than ELSAG or its Authorized Service Provider;
- c) compatibility with third-party hardware or software environments and errors in such environments such as may be caused by the installation or use of ELSAG Products;
- d) pre-existing conditions in the installation environment or vehicle, including those that may prevent proper operation of ELSAG Products (e.g. network connectivity problems);
- e) to damage resulting from accident, abuse, misuse, or introduction of foreign materials into the Product;
- f) products that have been repaired or modified by anyone other than ELSAG or its Authorized Service Provider;
- g) any and all damages resulting from failure to follow the manufacturer's instructions;
- h) third-party actions (i.e., fire, collision, vandalism, theft, hardware or software removal);
- i) acts of war or acts of God;
- j) damages from battery leakage or from improper use of or connection to any electrical source;
- k) cosmetic or non-critical defects of the case or frame of the Product or of any non-operating parts, including decorative parts;
- l) damage to the Product covered by an insurance policy (in such a case, this Warranty will cover any portion of an applicable deductible that applies to repair or replacement of the covered ELSAG Product(s), subject to the terms of coverage and exclusions set forth herein);
- m) preventative or routine maintenance; reinstallation of hardware or software, except as a result of a defect; normal software administration;
- n) modifications to hotlists or hotlist-related scripts;
- o) any damage which is not reported during the Term of this Warranty;
- p) costs associated with the installation, removal or reinstallation of the Product, including, but not limited to, road closures, permits, escorts, equipment rental;
- q) consumable parts, such as batteries and cables;
- r) camera lens glass breakage due to impact or vandalism.

TO THE EXTENT PERMITTED BY LAW, THIS WARRANTY AND REMEDIES SET FORTH ABOVE ARE EXCLUSIVE AND IN LIEU OF ALL OTHER WARRANTIES, REMEDIES AND CONDITIONS, WHETHER ORAL OR WRITTEN, STATUTORY, EXPRESS OR IMPLIED. AS PERMITTED BY APPLICABLE LAW, ELSAG SPECIFICALLY DISCLAIMS ANY AND ALL STATUTORY OR IMPLIED WARRANTIES, INCLUDING, WITHOUT LIMITATION, WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND WARRANTIES AGAINST HIDDEN OR LATENT DEFECTS. IF ELSAG CANNOT LAWFULLY DISCLAIM STATUTORY OR IMPLIED WARRANTIES THEN TO THE EXTENT PERMITTED BY LAW, ALL SUCH WARRANTIES SHALL BE LIMITED IN DURATION TO THE DURATION OF THIS EXPRESS WARRANTY AND TO REPAIR OR REPLACEMENT SERVICE AS DETERMINED BY ELSAG IN ITS SOLE DISCRETION.

No ELSAG reseller, agent or employee is authorized to make any modification, extension, or addition to this warranty. If any term is held to be illegal or unenforceable, the legality or enforceability of the remaining terms shall not be affected or impaired.

ELSGAG's maximum liability under this Warranty, whether in contract, tort (including negligence or strict liability), or otherwise, shall be the cost of repair or replacement of the affected Products.

EXCEPT AS PROVIDED IN THIS WARRANTY AND TO THE EXTENT PROVIDED BY LAW, SELEX ES (D/B/A ELSAG) IS NOT RESPONSIBLE FOR ANY DIRECT, INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES RESULTING FROM ANY BREACH OF WARRANTY OR CONDITION, OR UNDER ANY OTHER LEGAL THEORY IN CONTRACT, TORT (INCLUDING NEGLIGENCE OR STRICT LIABILITY) OR OTHERWISE, INCLUDING BUT NOT LIMITED TO LOSS OF USE; LOSS OF REVENUE; LOSS OF ACTUAL OR ANTICIPATED PROFITS (INCLUDING LOSS OF PROFITS ON CONTRACTS); LOSS OF THE USE OF MONEY; LOSS OF ANTICIPATED SAVINGS; LOSS OF BUSINESS; LOSS OF OPPORTUNITY; LOSS OF GOODWILL; LOSS OF REPUTATION; LOSS OF DATA, WHETHER OR NOT ELSAG IS OR HAS BEEN INFORMED OF THE POSSIBILITY OF SUCH DAMAGES.

For technical support or to arrange for service on your ELSAG product, call our toll-free 24-hour hotline at 1-866-9MPH900.

RETURN & RESTOCKING POLICY

ELSGAG takes our client satisfaction very seriously. We understand that, at times, clients may not be completely satisfied with their purchase of our products. We will accept returns under the following conditions:

- The customer is to call ELSAG Support at 866-967-4900 to request a Return Authorization Number.
- The returned equipment must be shipped back to ELSAG within 14 days of the Return Authorization Number request.
- New, unopened systems (if shipped within 60 days) can be returned. A 10% restocking fee will be charged.
- Lightly used systems in excellent physical condition (if shipped within the last 120 days) can be returned. A 25% restocking fee will be charged. Used systems with light physical wear (if shipped within the last 120 days) can be returned. A 35% restocking fee will be charged.
- Refunds will be applied against the outstanding balance upon receipt of payment (if there is an outstanding balance).
- Returned equipment shipped at customer expense.
- Damaged equipment may not be returned.

ELSG ALPR SYSTEMS**LIMITED SOFTWARE WARRANTY COVERAGE**

(a) Selex ES Inc., d/b/a ELSAG ("Licensor") warrants that the Software, without Modifications, will substantially conform to the Related Materials for the agreed upon "Warranty Period". Licensor does not warrant that Licensee's use of the Software and Related Materials will be uninterrupted or that the operation of the Software will be error-free or secure and hereby disclaims any and all liability on account thereof.

(b) If a Software defect arises and a valid claim is received within the Warranty Period, Licensor's entire liability and Licensee's exclusive remedy shall, at Licensor's discretion, be one of the following:

- (i) Licensor may attempt to correct or work around Errors;
- (ii) Licensor may replace the Software and Related Materials;
- (iii) Licensor may refund to Licensee the license fees, or part thereof, paid to Licensor upon return of the Software and Related Materials to Licensor or its authorized distributor.

(c) **THIS IS A LIMITED WARRANTY AND IT IS THE ONLY WARRANTY OR CONDITION MADE BY LICENSOR. LICENSOR EXPRESSLY DISCLAIMS TO THE FULLEST EXTENT POSSIBLE BY LAW ALL OTHER WARRANTIES, EITHER EXPRESSED OR IMPLIED, STATUTORY OR OTHERWISE, INCLUDING BUT NOT LIMITED TO IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, WITH RESPECT TO THE SOFTWARE AND RELATED MATERIALS. NO DEALER, AGENT, OR EMPLOYEE OF LICENSOR IS AUTHORIZED TO MAKE ANY MODIFICATIONS, EXTENSIONS OR ADDITIONS TO THIS LIMITED WARRANTY.**

If the media containing the Software is subject to accident, abuse, or improper use, or if Licensee makes any prohibited modifications to the Software during the warranty period, or if Licensee violates any term of this Warranty, then this warranty shall immediately and automatically terminate. This warranty shall not apply if the Software is used on or in conjunction with hardware or software other than which the Software has been designed or from what the Licensor has recommended.

UPDATES AND UPGRADES

For the purposes of this Warranty coverage, an "update" is defined as an incremental software fix to a current software version, whereas an "upgrade" is defined as the release of a newer software version containing substantive functionality changes.

Provided that Licensee is in compliance with the terms and conditions of the License Agreement, Licensor agrees to make available to Licensee all updates, upgrades, improvements, and enhancements for the Software, if any, at no charge for the Warranty Period described above and then at the then updated fee schedule thereafter. Nothing herein shall be construed or interpreted as requiring Licensor to develop any such upgrades, updates, improvements or enhancements. Licensee must remain in warranty coverage to receive the upgrades and updates. Lapse in warranty coverage will terminate Licensor's obligation to provide updates and upgrades. Software upgrades may result in additional service fees.

EXCLUSIONS AND LIMITATIONS TO THE SOFTWARE WARRANTY

This warranty does not apply to: (a) costs associated with the installation of the software; (b) incompatibility with other software; (c) user access restrictions; or (d) patches to existing software versions when a newer version is available.

SERVICE AGREEMENT TERMS AND CONDITIONS.

1. General. These general terms and conditions shall apply to all service provided to Customer by Selex ES Inc., d/b/a ELSAG. Additional terms and conditions governing particular service options or programs may be set forth on a supplement provided by ELSAG to Customer ("Supplement"). Customer's submission of a purchase order or acceptance of service shall be deemed acceptance of these General Terms and Conditions and those set forth on applicable Supplements to the exclusion of any additional or different terms or conditions on Customer's purchase order, even if such order is expressly made conditional on ELSAG's assent to such additional or different terms.
2. Agents. ELSAG may appoint third parties to act as its agents in performance of its service obligations under this Service Agreement. All references herein to ELSAG shall be deemed to include such agents of ELSAG.
3. Term. The effective date of the initial term of service coverage shall commence with the initial installation of the product.
4. Telephone Support and Remote Diagnosis. To ensure that the product is repaired as quickly and efficiently as possible, Customer must work cooperatively with Selex Telephone Support to attempt to repair the product remotely upon their request. Such remote access may require that Customer establish an Internet connection, and to enable connectivity via services used by ELSAG such as LogMeIn Rescue, or a mutually agreed upon means of connectivity. If remote diagnosis and repair are not possible, the equipment may be returned to ELSAG for factory diagnosis and repair, or ELSAG may dispatch a technician to the site for an additional fee at Customer's request.
5. Shipping. For the repair or replacement of hardware under Warranty, ELSAG agrees to pay related shipping costs, including any insurance coverage.
6. Indemnity. ELSAG shall indemnify and hold Customer harmless from and against any claim of injury or damage to property to the extent it is caused by the negligent or wrongful acts or omissions of ELSAG while on Customer's premises.
7. Confidentiality. ELSAG recognizes that during the performance of service hereunder, ELSAG may be exposed to information of a confidential nature relating to the business of Customer. ELSAG agrees to hold such information in confidence for Customer to the same extent ELSAG provides for its own information and not to disclose such information to any other party without the prior written consent of Customer.
8. LIMITATION OF LIABILITY. IN NO EVENT SHALL SELEX ES D/B/A ELSAG BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES ARISING OUT OF SERVICE PROVIDED HEREUNDER, EVEN IF ELSAG HAS ADVANCE NOTICE OF THE POSSIBILITY OF SUCH DAMAGES.
9. Waiver. Failure of either party to enforce any provision of this Agreement shall not be deemed a waiver of future enforcement of that or any other provision.
10. Assignment. Customer may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of ELSAG.
11. Governing Law. This Agreement shall be governed by the laws of the State of North Carolina without regard to the conflict of laws provisions. Any action under or relating to this Agreement shall be brought solely in the state and federal courts located in Greensboro, North Carolina. The United Nations Convention on Contracts for the International Sale of Goods shall not apply to this Agreement.
12. Replacement Parts. In the maintenance of any product, ELSAG may use new, or equivalent to new, parts or assemblies for equal or improved quality. All defective parts and assemblies become the property of ELSAG. ELSAG, at its option, may request the return of these parts.
13. Coverage Eligibility. Products that have been continuously covered by an ELSAG Warranty are eligible for immediate coverage under this Agreement. Other products will be eligible for coverage only if they meet ELSAG's specifications. At Customer's request, ELSAG may bring the product up to specification at ELSAG's then current rates for parts, labor and travel so that the product will be eligible for coverage.
14. Fees. Fees for service, if not covered by purchase contract or warranty, shall be as stated in a quotation and shall apply only to the products specified therein.
15. Taxes. Service fees are exclusive of all state/provincial and local sales, use, excise, privilege and similar taxes. Such taxes shall be paid by the Customer, unless a valid exemption certificate is furnished by Customer.
16. Invoices and Payment. Customer shall pay amounts invoiced within 30 days from the date of invoice, unless invoice specifies otherwise. ELSAG may withhold service if Customer fails to make any payment when due.
17. Lawyer's Fees. If litigation or collection is commenced to enforce any provision of this Agreement, the prevailing party shall be entitled to recover reasonable costs, including lawyer fees and collection costs.



ELSAG ALPR Systems - Main Office
205 H Creek Ridge Road
Greensboro, NC 27406
Tel +1-877-773-5724
Fax +1-336-379-7164
Support Line: 1-866-9MPH900

7 Sutton Place
Brewster NY 10509 USA
Tel. +1-845-278-5425
Fax +1-336-379-7164

SELEX ES, INC. (d/b/a ELSAG)

SIX (6) MONTH LIMITED REPAIR WARRANTY COVERAGE

Selex ES Inc. d/b/a ELSAG warrants this Repaired or Replacement Product (Product) against defects in materials and workmanship under normal use in accordance with the specifications and documentation. The "Warranty Period" shall be for a period of six (6) MONTHS from the date of installation of the Product, unless otherwise agreed to between ELSAG and the Purchaser's authorized representative. If a defect of the Repaired or Replacement Product arises and a valid claim is received within the Warranty Period herein, at its option and to the extent permitted by law, ELSAG will either (1) repair the defect at no charge, using new or refurbished replacement parts, or (2) exchange the product for a new or refurbished Product of equivalent function, at its sole discretion.

This Warranty shall not apply to any ELSAG Product outside the scope of this repair or replacement.

EXCLUSIONS AND LIMITATIONS

ELSGAG does not warrant that the operation of the Product will be uninterrupted or error free.

This repair/replacement Warranty excludes all of the following:

- a) errors or defects resulting from service by persons or entities other than ELSAG, errors or defects caused by modifications to the Product (including upgrades and repairs) by someone other than ELSAG or an ELSAG Authorized Service Provider;
- b) any Product which has been breached or opened (camera and trunk box/processing unit) by someone other than ELSAG or its Authorized Service Provider;
- c) compatibility with third-party hardware or software environments and errors in such environments such as may be caused by the installation or use of ELSAG Products;
- d) pre-existing conditions in the installation environment or vehicle, including those that may prevent proper operation of ELSAG Products (e.g. network connectivity problems);
- e) to damage resulting from accident, abuse, misuse, or introduction of foreign materials into the Product;
- f) Products that have been repaired or modified by anyone other than ELSAG or its Authorized Service Provider;
- g) any and all damages resulting from failure to follow the manufacturer's instructions;
- h) third-party actions (i.e., fire, collision, vandalism, theft, hardware or software removal);
- i) acts of war or acts of God;
- j) damages from battery leakage or from improper use of or connection to any electrical source
- k) cosmetic or non-critical defects of the case or frame of the Product or of any non-operating parts, including decorative parts
- l) damage to the Product covered by an insurance policy (in such a case, this Warranty will cover any portion of an applicable deductible that applies to repair or replacement of the covered ELSAG Product(s), subject to the terms of coverage and exclusions set forth herein)
- m) preventative or routine maintenance; reinstallation of hardware or software, except as a result of a defect; normal software administration;
- n) modifications to hotlists or hotlist-related scripts;
- o) any damage which is not reported during the Term of this Warranty;
- p) costs associated with the installation, removal or reinstallation of the Product, including, but not limited to, road closures, permits, escorts, equipment rental;
- q) Consumable parts, such as batteries and cables; and
- r) camera lens glass breakage due to impact or vandalism.



TO THE EXTENT PERMITTED BY LAW, THIS WARRANTY AND REMEDIES SET FORTH ABOVE ARE EXCLUSIVE AND IN LIEU OF ALL OTHER WARRANTIES, REMEDIES AND CONDITIONS, WHETHER ORAL OR WRITTEN, STATUTORY, EXPRESS OR IMPLIED. AS PERMITTED BY APPLICABLE LAW, ELSAG SPECIFICALLY DISCLAIMS ANY AND ALL STATUTORY OR IMPLIED WARRANTIES, INCLUDING, WITHOUT LIMITATION, WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND WARRANTIES AGAINST HIDDEN OR LATENT DEFECTS. IF ELSAG CANNOT LAWFULLY DISCLAIM STATUTORY OR IMPLIED WARRANTIES THEN TO THE EXTENT PERMITTED BY LAW, ALL SUCH WARRANTIES SHALL BE LIMITED IN DURATION TO THE DURATION OF THIS EXPRESS WARRANTY AND TO REPAIR OR REPLACEMENT SERVICE AS DETERMINED BY ELSAG IN ITS SOLE DISCRETION.

No ELSAG reseller, agent or employee is authorized to make any modification, extension, or addition to this warranty. If any term is held to be illegal or unenforceable, the legality or enforceability of the remaining terms shall not be affected or impaired.

ELSG's maximum liability under this Warranty, whether in contract, tort (including negligence or strict liability), or otherwise, shall be the cost of repair or replacement of the affected Products.

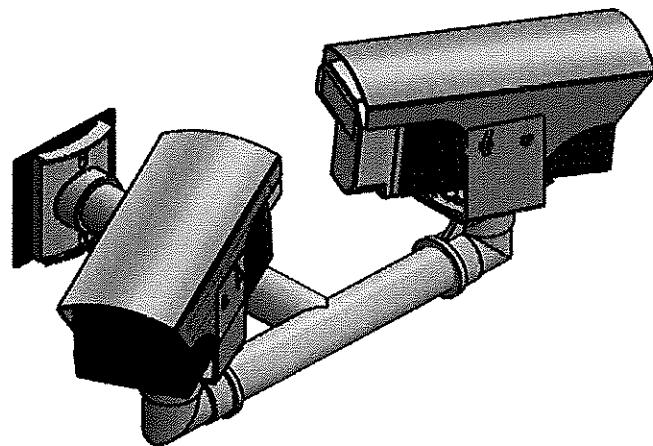
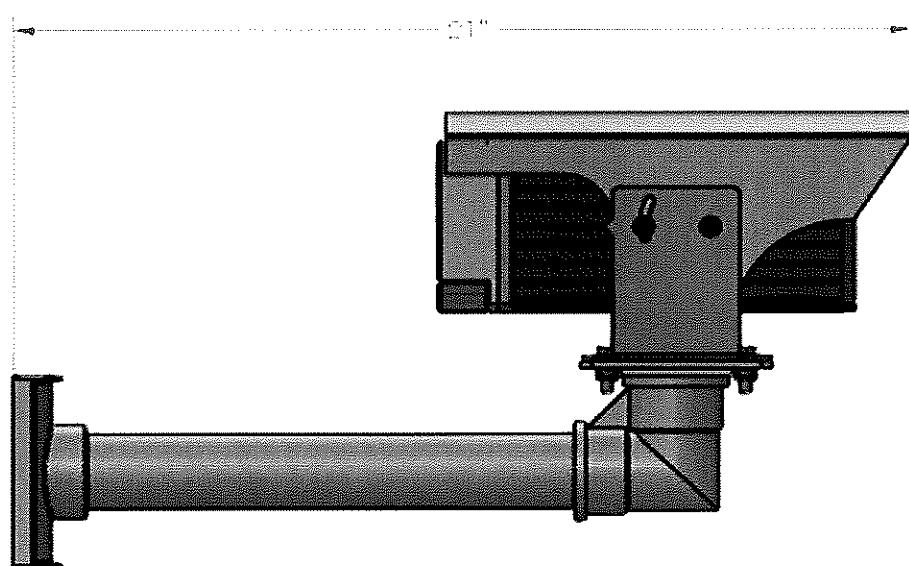
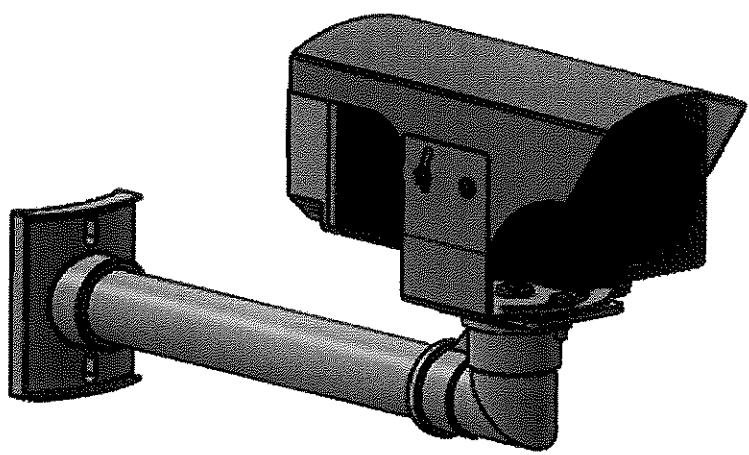
EXCEPT AS PROVIDED IN THIS WARRANTY AND TO THE EXTENT PROVIDED BY LAW, ELSAG IS NOT RESPONSIBLE FOR ANY DIRECT, INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES RESULTING FROM ANY BREACH OF WARRANTY OR CONDITION, OR UNDER ANY OTHER LEGAL THEORY IN CONTRACT, TORT (INCLUDING NEGLIGENCE OR STRICT LIABILITY) OR OTHERWISE, INCLUDING BUT NOT LIMITED TO LOSS OF USE; LOSS OF REVENUE; LOSS OF ACTUAL OR ANTICIPATED PROFITS (INCLUDING LOSS OF PROFITS ON CONTRACTS); LOSS OF THE USE OF MONEY; LOSS OF ANTICIPATED SAVINGS; LOSS OF BUSINESS; LOSS OF OPPORTUNITY; LOSS OF GOODWILL; LOSS OF REPUTATION; LOSS OF DATA, WHETHER OR NOT ELSAG IS OR HAS BEEN INFORMED OF THE POSSIBILITY OF SUCH DAMAGES.

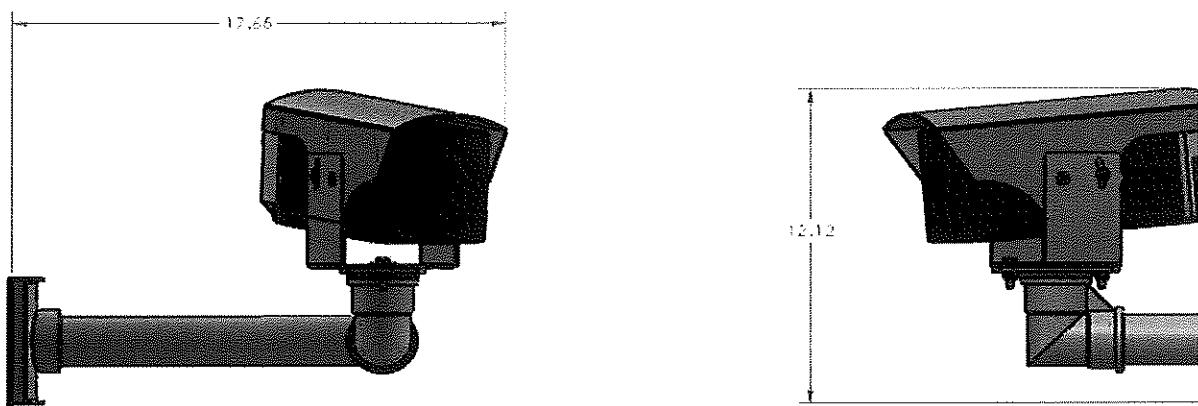
Extended Warranty Programs can be purchased as an option to protect your product(s) for additional years. Please contact your ELSAG sales representative for detailed information about continued coverage, exclusions, and costs.

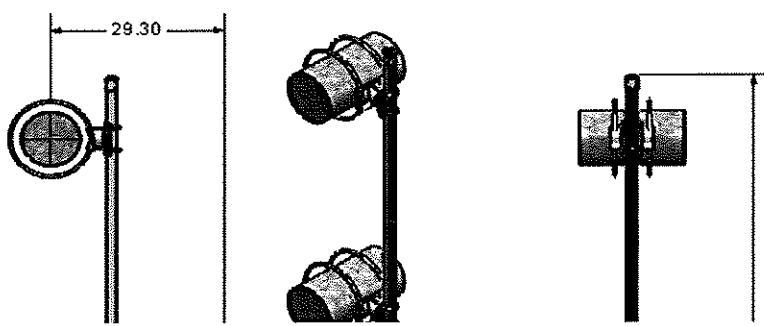
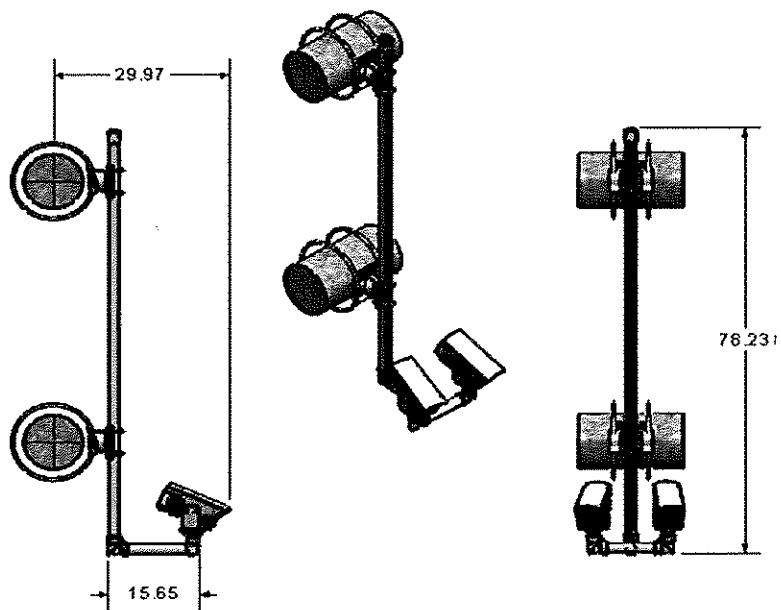
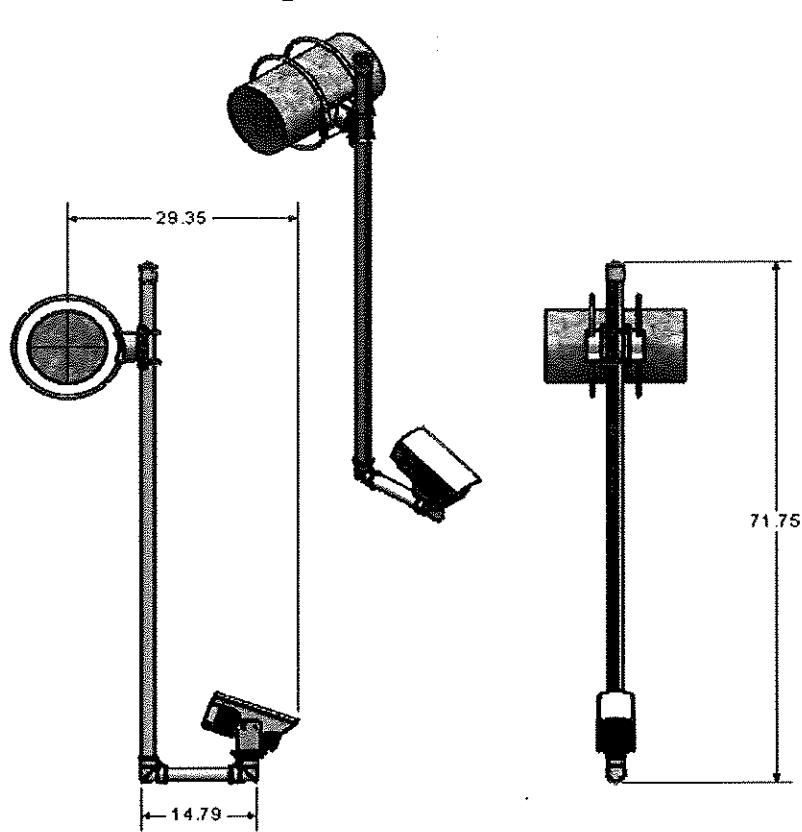
Cost Pricing Matrix

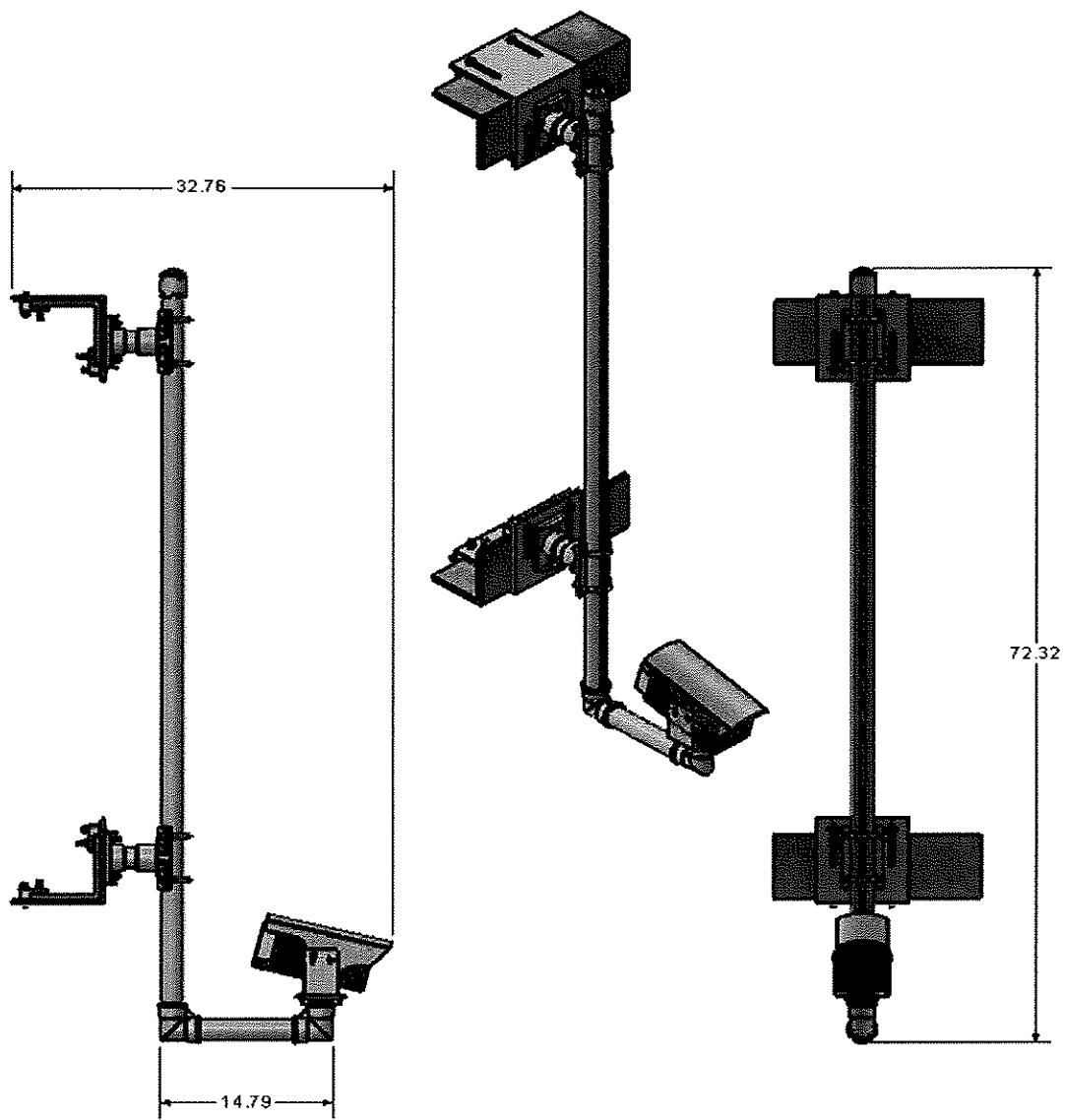
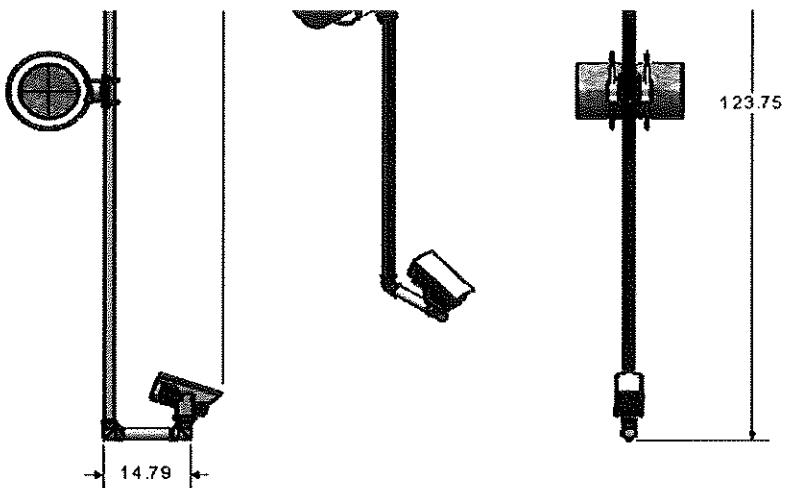
Item	Description	Quantity	Unit Price	Extended Price
4.7.1 One-Time Hardware/Software				
4.7.1.1 Camera - Black & White			\$8,950	\$8,950
NOTE	Fixed system has B&W and color combo			
4.7.1.2 Camera - Color			\$0	\$0
4.7.1.3 "Back Office" Software License			\$1,275	\$1,275
NOTE	Software license is per source processor			
4.7.1.4 "Back Office" Hardware	NONE	NONE		\$0
NOTE	Fixed systems will be supported by back office hardware listed in MOBILE cost matrix			
4.7.1.5 MS SQL Server Database Software License	NONE	NONE		\$0
4.7.1.6 3rd Party Software (explain/itemize)	NONE	NONE		\$0
4.7.1.7 Other - One-Time Hardware/Software (explain/itemize)				\$0
OTHER	Field Control Unit (FCU) - one required per site, can accommodate up to four cameras		\$7,495	\$7,495
OTHER	Cables - one per camera		\$1,500	\$1,500
OTHER	Mount - one or two per camera, depending on results of physical site survey (see attached document "fixed installation mounting configurations" for diagrams)		\$675	\$675
	One-Time Hardware/Software SubTotal		\$19,895	\$19,895
4.7.2 Maintenance/Support				
4.7.2.1 Software Maintenance Year 1 (warranty)	NONE	NONE		\$0
NOTE	First year is included with purchase			
4.7.2.2 Annual Software Maintenance Year 2			\$995	\$995
4.7.2.3 Annual Software Maintenance Year 3			\$995	\$995
4.7.2.4 Hardware Maintenance (after warranty) (explain/itemize)				\$0
NOTE	If a piece of hardware requires maintenance outside of warranty, diagnostics will be performed by Elsag and a quote will be provided for repair/replacement after diagnostics are performed.			
4.7.2.5 Other - Maintenance/Support (explain/itemize)			\$0	\$0
	No additional maintenance required, no annual fees or subscriptions			
	Maintenance/Support SubTotal		\$1,990	\$1,990
4.7.3 Warranty				
4.7.3.1 Software (months - explain/itemize)			\$0	\$0
NOTE	First year is included with purchase - Years 2, 3, and 4 are available for purchase in conjunction with the hardware warranty listed below OR if only software coverage is needed, that is available for purchase at a cost of \$995 per system, per year (see 4.7.2.2 and 4.7.2.3)			
4.7.3.2 Hardware (months - explain/itemize)			\$0	\$0
NOTE	First year is included with purchase - Years 2 , 3 and 4 are available for purchase at a cost of \$610 per FCU, per year and \$1120 per camera, per year (includes software warranty)			
	Warranty SubTotal		\$0	\$0
4.7.4 Professional Services				
4.7.4.1 Pre-Implementation Activities (explain/itemize)			\$0	\$0
NOTE	Physical site survey and project management (no charge)			
4.7.4.2 Design (explain/itemize)				\$0
NOTE	<i>Elsag is unable to provide design costs until the pre-implementation activities have been completed.</i>			
4.7.4.3 Installation Services (explain/itemize)				\$0
NOTE	<i>Elsag is unable to provide installation costs until the pre-implementation activities have been completed.</i>			
4.7.4.4 System and User Documentation (explain/itemize)	NONE	NONE		\$0
4.7.4.5 Other - Professional Services (explain/itemize)				\$0
NOTE	<i>Elsag is unable to provide additional professional costs until the pre-implementation activities have been completed.</i>			

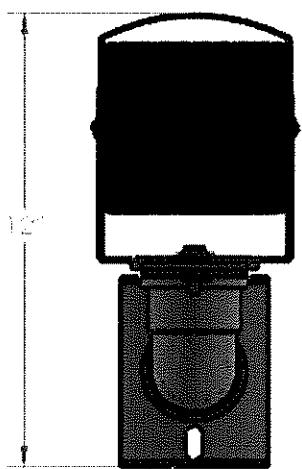
	Professional Services SubTotal	\$0	\$0
4.7.5	Training		
4.7.5.1	User Training (# of students)	\$0	\$0
NOTE	No charge		
4.7.5.2	IT System Administrator Training (# of students)	\$0	\$0
NOTE	No charge		
4.7.5.3	Other - Training (explain/itemize)	\$0	\$0
	Training SubTotal	\$0	\$0
	Total	\$21,885	\$21,885

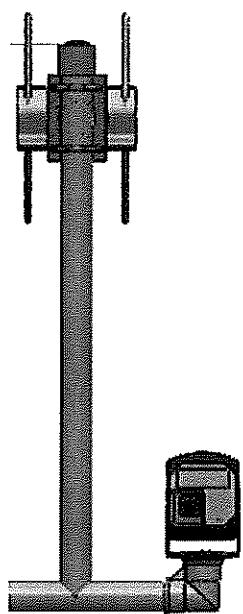
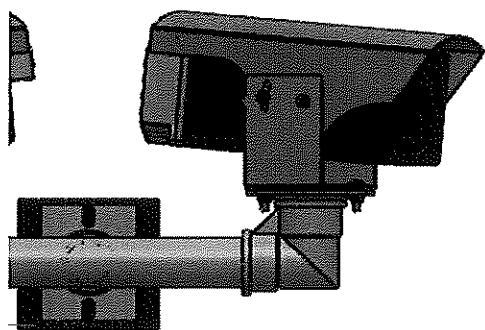














A Finmeccanica Company
Distributor in USA/Worldwide

Sample

205 H Creek Ridge Road
Greensboro, NC 27406
Tel: 1.877.773.5724
Fax: 1.336.379.7164

DUNS #: 198249777
FED TAX ID: 983355098

QUOTE

Prepared By: Desiree Dorrie desiree.dorrie@elsag.com

Phone: 970-560-7990

Please include the quote number on your purchase orders and email them to sales@elsag.com for processing

Quote#: 13193

Quote Date: 11/18/2016

Funding Source:

Quote Expiry Date: 2/16/2017

Grant Details:

Requested Delivery Date:

Payment Method:

Rate Sheet: Base Price

Terms: Net 30 days from date of shipment. If installation is required then Net 30 days from the Installation Date. Elsag agrees not to ship equipment until an Installation Date is agreed upon by the Parties. All orders shipped FOB Greensboro

Contracts:

Comments: Quote is for hardware only based on example presented for Harry Nice Bridge. A physical site survey will need to be performed.

Bill To:	Washington State Patrol 1405 Harrison Avenue North West Suite 205 OLYMPIA, WA 98502 United States	Ship To:	Washington State Patrol 1405 Harrison Avenue North West Suite 205 OLYMPIA, WA 98502 United States
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Product Qty	Product/Service	Unit Price	Amount
2	410395-75 - Cable 75ft FG Pigtail	\$835.00	\$1,670.00
1	413030 - Wireless Modem Alrlink GX450	\$790.00	\$790.00
2	421554 - (421554) - AD3-FH Cam 25/35mm 740nm	\$8,950.00	\$17,900.00
1	120050 - ELSAG Plate Hunter F2-FCU	\$7,495.00	\$7,495.00
1	210003-F - Engineering Day - Field Support	\$1,250.00	\$1,250.00
2	510322-5.X - EOC Operation Center License 5.X	\$1,275.00	\$2,550.00
Subtotals	Goods & Services Sub-total (Pre-tax): Contract Items Goods & Services Sub-total (Pre-Tax): Non Contract Items		\$0.00 \$31,655.00
Upfront	Goods & Services Sub-total (Pre-tax):		\$31,655.00
Tax	Tax Exempt		\$0.00
Total	Goods & Services Total:		\$31,655.00